How A&S Keeps Road Switchers Busy

January 12, 1959

RAILWAY AGE *weekly*

Men Who Build The Future of American Railroads

"As the railroad which placed the second Diesel locomotive in America in service, in 1926, and which is now completely Dieselized, the Reading has long looked to technological, scientific advances as the great hope of the industry's future.

"Unparalleled economy and efficiency of the flanged wheel on the steel rail, coupled with steady population growth and expansion of production to meet future requirements, make obvious the continued need for the basic mass transportation service only railroads can perform.

"By producing better service and selling it harder, and by continuing to take full advantage of the products of research and ingenuity, the Reading looks ahead to retaining its role as one of the nation's most progressive railroads."

JOSEPH A. FISHER, President, Reading Company

Not only was the Reading among the first to visualize the advantages of the Diesel locomotive, but they have also taken advantage of a second opportunity to increase the efficiency and earning power of early Diesels through a planned remanufacture program conducted by Electro-Motive.

ELECTRO-MOTIVE DIVISION · GENERAL MOTORS

LA GRANGE, ILLINOIS *Home of the Diesel Locomotive*

In Canada: General Motors Diesel Limited, London, Ontario

RAILWAY AGE CAN HELP YOU, AS IT'S HELPING THOUSANDS OF YOUR FELLOW RAILROADERS WEEK AFTER WEEK. DON'T TAKE OUR WORD... HERE'S WHAT THEY SAY:

"Railway Age is particularly good for the Traffic Department — I clip these magazines for reference." — Asst. to Gen. Frt. Agt.

"It's surprising how many shippers will ask if I've read articles in Railway Age. It helps me to read it. The editorials really help me in answering questions on railroad matters." — Traffic Representative.

"We discuss Railway Age at staff meetings. I call the superintendents' attention to items of importance to us." — Asst. Gen. Mgr.

"It's a 'bible' for railroad men. I quote from it often, and so do others." — Asst. to Gen. Supt. Trans.

"This is the only railway magazine I read. It's so good I never bother to read the other one." — Gen. Supt. Trans.

"Best railroad publication." — Railroad Security Analyst.

"It's the best in its field." — Manager, Railroad Products Division.

"I particularly like the Randall articles, and Railroading After Hours" — Pres. and General Manager.

"In many issues I have made notes and clipped items. I mainly use the editorials for reference when preparing speeches." — Supv. Labor Relations.

"I learn what other roads are doing and Railway Age influences my discussions on future purchases with members of our company." — Chief Engineer.

"I had an old car here I did not know what to do with. The article on 'Damage Reducer' gave me an idea on how to fix it." — General Foreman.

"I file them for years and refer to them. There is always something of use in every issue." — Asst. to Gen. Mech. Supt.

"A good source of information because we do not always get the full details in the office." — Assistant Auditor.

"I like Jim Lyne's column. I know he is in contact with the big men in the industry, yet he writes his column for us lower down too." — Senior Draftsman.

START THE NEW YEAR RIGHT! GET YOUR PERSONAL COPY OF RAILWAY AGE COMING TO YOU EACH WEEK. MAIL THIS COUPON TODAY! .....➔

10-Second Order Form

RAILWAY AGE, EMMET ST., BRISTOL, CONN.

☐ FOR ONE YEAR $4 ☐ Payment enclosed

☐ For two years $6 ☐ Bill me after service begins

Name .....

Home Address .....

City ..... Zone ..... State .....

Railroad .....

Dept. .....

Above rates apply TO RAILROAD MEN ONLY (in the U.S., Canada and Mexico) 1129

RAILWAY AGE *weekly* January 12, 1959 • Vol. 146, No. 2

Week at a Glance

Departments

Freight Car Loadings 27
Letters from Readers 30
New Equipment 27
People in the News 31
Railroading After Hours 13
Railway Market 27
Supply Trade 31
The Action Page 34
Watching Washington 6
You Ought to Know 32

Editorial and Executive Offices
• New York 7, 30 Church St.
JAMES G. LYNE, Editor
ROBERT G. LEWIS, Publisher
Executive Editor .... Joe W. Kizzia
Managing Editor ..... Fred C. Miles
News Editor ..... Luther S. Miller
TrafficTransportation .. G. C. Hudson
Mechanical
C. L. Combes F. N. Hauser, Jr.
Signaling & Communications
Robert W. McKnight Robert J. Barber
Associate Editors
R. H. Craib Harry M. Grayson, Jr.
Librarian ..... Edith C. Stone
Editorial Assistant ..... June Meyer
Art Director .... Russell F. Rypsam
Design and Layout ... Joel Petrower
• Chicago 3, 79 West Monroe St.
Western Editor .. Wallace W. Abbey
Regional News ..... Gus Welty
Mechanical .... Norman E. Gillespie
Engineering ..... M. H. Dick
R. E. Dove E. W. Hodgkins, Jr.
Purchase & Stores .... R. M. Schmidl
Signaling & Communications J. H. Dunn
Editorial Assistant ... Wanda Brown
• Washington 4, National Press Bldg.
Washington Editor .. Walter J. Taft

Railway Age, established in 1856, is indexed by the Industrial Arts Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.
Published weekly by the Simmons-Boardman Publishing Corporation at 440 Boston Post Road, Orange, Conn. Second-class postage paid at the Post Office at Orange, Conn. James G. Lyne, chairman of the board; Arthur J. McGinnis, president and treasurer; F. A. Clark, vice-president and secretary; George Dusenbury, vice-president and editorial and promotion director.

Labor Act reforms: Outlook dim ..... p. 5

A "labor-minded" Congress shouldn't be expected to displease the unions by passing management-sponsored amendments.

What are 1959's biggest tasks? ..... p. 7

Leading railroad men cite major problems that will confront the industry in the new year.

How A&S keeps its road switchers busy p.11

The answer is skilled workmen and a handy stock of replacement parts ready for speedy installation. Parts kept in stock range from complete spare engines to a locomotive truck and electrical components. The system keeps A&S road switchers available for regular operation a high percentage of the time.

Remote control saves money p.16

The New Haven cut yearly expenses by $12,500 when it converted a section of its line from manual block to operation by remote control. The new signal installation is based upon slow codes sent through rails to determine whether a block is occupied.

This coal dock works fast p.24

C&O's new $7,000,000 facility, at Presque Isle docks in Toledo, is said to be the world's largest and fastest. It can transfer up to 6,000 tons of coal per hour from railroad cars to ships.

Early paint rate ruling asked p.28

Eastern railroads have asked for an oral argument, other shortcuts, to expedite the ICC decision in the "paint rate case."

The Action Page—Spotlight on the sales department p.34

Expense-cutting can make an important contribution to earnings—but no railroad can make money solely by economizing. What's needed is tonnage in volume, and only the sales department can provide that.

Short and Significant

Rate adjustments to forestall . . .

competition from the St. Lawrence Seaway are being prepared by eastern railroads. The adjustments, says E. V. Hill, chairman of the Traffic Executive Association—Eastern

Week at a Glance CONT.

Current Statistics

Operating revenues	
10 mos., 1958....	$7,915,861,843
10 mos., 1957....	8,849,242,926
Operating expenses	
10 mos., 1958....	6,264,212,714
10 mos., 1957....	6,887,241,951
Taxes	
10 mos., 1958....	795,205,668
10 mos., 1957....	935,034,011
Net railway operating income	
10 mos., 1958....	602,964,606
10 mos., 1957....	799,405,232
Net income estimated	
10 mos., 1958....	450,000,000
10 mos., 1957....	620,000,000
Average price 20 railroad stocks	
January 6, 1959..	108.50
January 7, 1958..	68.47
Carloadings revenue freight	
Fifty-two weeks, 1958	30,206,494
Fifty-two weeks, 1957	35,500,148
Freight cars on order	
December 1, 1958	27,962
December 1, 1957	59,194
Freight cars delivered	
11 mos., 1958....	38,058
11 mos., 1957....	92,891

•

Advertising Sales Department

Duane C. Salisbury—vice-president, director of sales

New York 7, N. Y., 30 Church st., WOrth 4-3060
J. S. Vreeland—vice-president; F. T. Baker—district manager; J. C. Lyddy; W. E. Glasby

Chicago 3, Ill., 79 W. Monroe st., RAndolph 6-0794
J. R. Thompson—vice-president; J. W. Crossett—district manager; J. D. Dolan—district manager

Cleveland 15, Ohio, 1501 Euclid ave., MAin 1-4455
H. H. Melville—vice-president; H. M. Blunt—district manager

Philadelphia, Pa., Jericho Manor, Jenkintown, Pa., TUrner 7-4526
W. E. Glasby—district manager

Pittsburgh 19, Pa., Suite 203, Carlton House GRant 1-8186
C. J. Fisher—district manager

Atlanta 9, Ga., 22 Eighth st., N. E., TRinity 2-6720—J. S. Crane

Dallas 19, Tex., 3908 Lemmon ave., LAkeside 2322—Joseph Sanders

Los Angeles 17, Cal., 1151 W. Sixth st., HUntley 2-4000
Fred Klaner, Jr.; B. J. Erickson

Portland 5, Ore., 1220 S. W. Morrison, CApitol 7-4993—L. B. Conaway

San Francisco 4, Cal., 244 California st., GArfield 1-7004—Lewis Vogler

London E. C., 1 Eng., 8/9 Clerkenwell Green Sibley-Field Publishing Co., Ltd.

Frankfort am Main (16), West Germany Wittelsbacher Allee 60
Georg J. Linder, Continental European Representative

Subscription to railroad employees only in U.S. possessions, Canada and Mexico, $4 one year, $6 two years, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year, in other countries, $15 a year. Single copies 60¢ except special issues. Address all subscriptions, changes of address, and correspondence concerning them to: Subscription Dept., Railway Age, Emmett St., Bristol, Conn.

Circulation Dept.: R. C. Van Ness, Director of Circulation, 30 Church St., New York 7, N. Y.

POSTMASTER—SEND FORM 3579 to EMMETT ST., BRISTOL, CONN.

Railroads, will affect export-import traffic between North Atlantic ports and the interior. Railroads, Mr. Hill added, "aren't going to wait until the Seaway has taken away a lot of traffic and then try to get it back."

First-class fare cut . . .

for round-trip riders on the New Haven is scheduled to go into effect Feb. 1. On a trial basis for nine months, the round-trip fare will be 180 per cent of two first class one way fares. Tickets will be good for a 30-day period. The 180 per cent rate is already in effect on coaches. Effective March 1, the New Haven will again offer family fares.

November's net income of Class I railroads . . .

is estimated at $62,000,000—up $17,000,000 from November 1957's $45,000,000. Net railway operating incomes for the same months were $80,186,624 and $64,247,326, respectively. For last year's first 11 months, the estimated net income was $511,000,000 and the net railway operating income was $683,636,809. They compared, in turn, with 1957 figures of $664,000,000 and $863,652,558. Twenty Class I roads failed to earn their fixed charges in the 11 months.

The perfect safety record . . .

in Pullman car operations has now been extended to seven consecutive years. This was noted by the AAR as it reported that 1958 was another no-fatality year. Pullman passengers last year totalled 6,000,000.

Edward Margolin will be the new director . . .

of ICC's Bureau of Transport Economics and Statistics. Now assistant to the Undersecretary of Commerce for Transportation, he will go to the Commission Feb. 2 as successor to Edward R. Jelsma, who resigned last March. Since then, Assistant Director Edward L. Burns has been acting director.

Erie is reported negotiating the sale . . .

of its freight forwarding subsidiary, National Carloading Corp. Prospective buyer: U. S. Freight Co., a holding company controlling the nation's biggest freight forwarder operation. Erie carries National Carloading on its books at $5,161,193.

End of free LCL pickup and delivery . . .

came to a third U. S. road Jan. 1. Grand Trunk Western notified shippers that it would be unable to continue the service for cost reasons. GTW had discontinued the service at 19 smaller stations a year ago. Others to do likewise: C&NW and CGW.

Labor Act Reforms: Outlook Dim

Prompted by airline strikes, the Secretary of Labor will call a meeting of management and employee representatives to consider the need for amendments. But changes opposed by unions aren't likely.

► **The Story at a Glance: Recent strikes on airlines, which are within the scope of the Railway Labor Act, have prompted Secretary of Labor Mitchell to initiate plans for an early conference to consider whether the act needs amendment. Management and labor representatives of the railroad and air transport industries will be invited to the meeting which is expected to be held within the next month.**

Prospects for management-sponsored amendments to the act are not bright in this "labor-minded" Congress—if they are seriously opposed by the unions. And the Railway Labor Executives' Association has said that it wants no amendments.

The Department of Labor was following through last week to "firm up" arrangements for Secretary Mitchell's conference on whether the Railway Labor Act needs any amendment and "if so, in what respects."

Prompted by recent airline strikes, the secretary announced plans for the conference in a press release for the newspapers of Sunday, January 4. The announcement recalled that the act was passed in 1926, and that it was extended to airlines 10 years later.

"In recent weeks because of an unprecedented amount of strike activity in the airlines industry," Mr. Mitchell added, "many persons have questioned the efficiency of the act as it applies to today's labor relations of that industry. Whether changes in the act are needed is a matter on which I have an open mind. It may well be that all that is required is more realistic bargaining by the parties. I do believe, however, that in view of the recent strike activity, a reappraisal of the act is in order."

Then came the announcement of the secretary's intention to meet with labor and management representatives, to which he added: "Labor and management owe the public an obligation to take all possible steps to avoid stoppages, especially disputes which are jurisdictional in nature or which result from the failure of the parties to give appropriate weight to the recommendations of Presidential Emergency Boards."

Invitations to attend the conference had not gone out by the middle of last week, when it was stated at the Department of Labor that work on that and other details was under way. It was also said that the conference would be held "within a month." Presumably the Association of American Railroads, the American Shortline Railroad Association, and the Railway Labor Executives' Association will be among those invited to send representatives.

At a recent press conference, when he announced railroad labor's 1959 legislative program, RLEA Chairman G. E. Leighty said the unions did not favor amending the Railway Labor Act. There would seem to be slight chance for enactment of legislation opposed by labor in this Congress which includes among its members 83% of the candidates endorsed by Railway Labor's Political League.

While the AAR has no formally-announced program calling for amendments to the Railway Labor Act, it would naturally seize any opportunity which turned up to advocate changes it considered for the good of the industry. At one time, back in 1950, the association spoke for the industry in supporting proposed legislation to eliminate the act's emergency-board provisions and substitute provisions for appointment of "Presidential boards," findings of which would be binding on the parties, though subject to court review.

The industry's principal witness, at Senate hearings on the proposed legislation, was Daniel P. Loomis, now AAR president. He was then chairman of the Western Carriers' Conference Committee, which, with like committees from other regions, was representing railroad management in wage proceedings. Another witness was the late J. Carter Fort, who was AAR vice-president and general counsel.

Speaking some two years later, as chairman of the Association of Western Railways, Mr. Loomis told the New York Railroad Club that the railroads reluctantly concluded that reports of Presidential boards should be final and binding. He went on to advocate a limitation on the period during which such reports would be effective, suggesting such a limitation should overcome much of the objection to the compulsory phase of his proposal.

Neither Mr. Loomis nor any other spokesman for the railroads as a whole has made a recent statement on the matter. Presumably the industry's present attitude would be bottomed on an appraisal of current conditions—just as the 1950 and 1952 positions were influenced by circumstances then prevailing. The former year was a time of railroad strikes, while Mr. Loomis' 1952 pronouncement came when the

NYC Board Suggests Big Mergers in East

Creation of "three or four" rail systems in the East was suggested last week by the board of directors of the New York Central.

Jumping a step beyond merger studies involving the Central and Pennsylvania, the NYC board recommended "that a study be made that would bring about in the East three or four systems of nearly-balanced economic strength—consisting of both large and small railroads."

The board said such a step would spur technological changes among competing systems.

"We are asking that our president recommend such a study on the part of the Eastern Railroad Presidents Conference," the board said.

The board also said it was pleased with results of studies so far in the NYC-PRR merger and that savings "are possible." It said steps to coordinate facilities should be carried out immediately.

railroads had been under government control (brought on by strike threats) for 22 months. His proposal, he said, seemed "preferable to seizure but falls short of outright compulsory arbitration."

Meanwhile, the American Short Line Railroad Association does have a currently-effective program calling for amendments to the Railway Labor Act. It calls for 12 changes, one of which would make recommendations of emergency boards "final and binding on all parties to the disputes investigated," and "prohibit strikes or lockouts arising out of such disputes, with appropriate penalties for violations."

Seven of the other proposals are designed to remake the National Railroad Adjustment Board and reform procedures for handling grievance cases. There are also proposals for repeal of the act's union-shop provisions, and for the addition of provisions requiring unions to file annual financial reports with the National Mediation Board and to furnish copies of such reports to all who are members of the union.

As to the airline strike situation, six major lines defended their mutual-aid pact in a brief filed last week with the Civil Aeronautics Board. The pact is a strike-insurance agreement which provides for payment, to struck lines, of any increased revenues, less expenses, which other lines receive as a result of the strike (RA, Dec. 15, p. 10; Nov. 10, p. 9).

The brief contended that the pact would help restore prestige and meaning to the Railway Labor Act and strengthen the standing of Presidential emergency boards "as was originally intended by Congress." Unions have been using emergency board proposals "as a point of departure for bargaining," the brief also said. It expanded this point by adding:

"This pattern of contempt for emergency board recommendations makes it plain that the intended effect of the entire emergency board procedure has been frustrated. If the emergency board procedure is to have any substance at all, more than lip service must be accorded to it. Emergency board recommendations can have no effect, persuasive or otherwise, if a struck carrier is financially unable to heed them because of a strike which threatens its very existence."

The brief emphasized that the pact is limited in its application. It comes into play only with respect to strikes called to enforce demands in excess of or in conflict with emergency board recommendations, or strikes in violation of the Railway Labor Act or otherwise unlawful. It also stated that the financial assistance "will be extremely limited," so a struck line "would not receive enough to alter its normal efforts to end the strike by all expeditious and reasonable means."

Watching Washington *with Walter Taft*

• **CONGRESS** is now in the process of getting organized for legislative work. It convened Jan. 7 and heard President Eisenhower's state-of-the-union message Jan. 9. Since it is a new Congress, all proposed legislation must start over in newly-introduced bills. The previous Congress' sine die adjournment of last Aug. 24 brought death to all bills then pending at any stage short of final enactment.

COMMITTEE ASSIGNMENTS are an important part of the organization process, but there will be no change in leaderships of committees handling transport legislation. Sen. Magnuson of Washington and Rep. Harris of Arkansas will remain as chairmen of the Senate and House Committees on Interstate and Foreign Commerce. And Sen. Hill of Alabama will continue as chairman of the Senate Committee on Labor and Public Welfare which handles railroad retirement and unemployment insurance bills on the Senate side.

• **CODE OF ETHICS** governing members of the ICC, its employees, practitioners, and others who appear before the Commission, would be promulgated by law if Congress follows a recommendation of the House Committee on Interstate and Foreign Commerce. The recommendation came out of the investigation of regulatory agencies which was conducted by the committee's Subcommittee on Legislative Oversight. The proposed code would apply to other regulatory commissions as well as to the ICC.

TIGHTENING of the Interstate Commerce Act's security-issue provisions to require that ICC approval orders "specify the purpose for which the proceeds of the securities may be spent by the carrier" is another recommendation of the committee. It is designed to close loopholes which permitted "such instances as the Central of Georgia case." That case involved purchase by the Frisco of a substantial block of C. of Ga. stock before filing with the Commission an application (now denied) for authority to acquire control of that road.

FURTHER STUDIES which the committee hopes to make would cover standards applied by the ICC as it decides various types of cases. Cases the committee has in mind include shipper complaints against rates and practices, fourth section applications, intrastate rate increases, abandonments of passenger services, and carrier accounting.

REVIEW should also be made, so the committee says, of cases involving provisions of the Interstate Commerce Act which the ICC has sought unsuccessfully to have amended or repealed. This would be "to ascertain whether or to what extent the Commission has by its decisions effectuated changes which Congress has refused to make."

GROWTH OF PRIVATE CARRIAGE also concerns the committee. It proposes to study it and thus determine the extent to which it has been encouraged by ICC decisions, i.e. "those requiring carriers to maintain rates which exceed fully distributed costs, and the splintering of authority of motor carriers to such a degree as to deny to shippers the flexibility of service they desire."

What Are 1959's Biggest Tasks?

Railway Age posed the question to leading railroad men throughout the country. Here are their replies:

R. L. Dearmont, MP:

"The success or failure of the nation's railroads in the year ahead will be determined by the carriers' and labor leaders' approach to their problems and the solutions they find therefor, as well as by the attitude of the new Congress of the United States.

"I concur in the thinking of the best financial minds of the country that the

The right to diversify . . .

1957-58 depression period is over, but improved rail earnings will not solve all the industry's problems since they did not originally stem from economic conditions in the country. The reasons are more basic. They stem from:

"1. Long outmoded regulations, federal, state and local, which keep railroads from fairly competing for the volume of business they must have to be successful. . .

"2. Inability to diversify their operations so that a complete transport service may be supplied a shipper. . .

"3. The equally outmoded labor setup on our railroads must be the subject of earnest consideration by the leaders of labor and management during the coming year. It is wholly unrealistic to deny the industry the tremendous potential benefits that may be derived from the advances of modern technology. Only a modern, successful industry can offer to its employees the security they want and are entitled to. The situation calls for a very high degree of statesmanship by their leaders as well as by those of management. . .

"The important challenge confronting the railroads, the most vital decision the industry must make, is whether it will be the great transportation agency of the country or a continually shrinking, less important factor in the transport field. If we continue to meet our problems by retiring from every field where the going is rough, we will deserve the minor place that such an attitude will put us in. We will deserve the waning interest of the public and the Congress that will certainly follow such a course. . .

"No major railroad can prosper, can long exist by itself. We are basically dependent one on the other. Recognizing our interdependence, we should be slow to take unilateral action in the matter of withdrawal of service, without weighing the effect on the industry.

"United we can build a greater transportation industry. Divided we will surely fail."

R. S. MacFarlane, NP:

"The Northern Pacific Railway during 1959 will continue to give preferred attention to the control of expenses.

"In a period of rising business activity there is a natural tendency to relax the vigilance that is so necessary in periods of low traffic volume to keep a proper balance betwen revenues and expenses. Full dieselization and the investment in labor-saving machinery for track maintenance has assisted materially in keeping expenses under control. Additional investments of this character will be made in 1959.

"During the coming months, Northern Pacific will continue its rate studies on specific commodities with an eye to working out adjustments designed to recover traffic which has left the rails."

J. W. Smith, Seaboard:

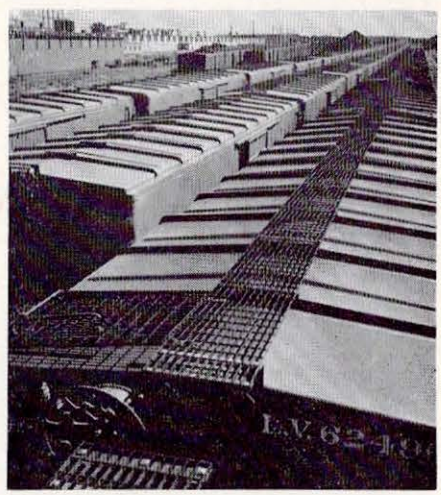
"The outstanding need for railroads today is that they be allowed the opportunity to compete for traffic on terms of complete equality with other forms of transportation. Granted that opportunity, the railroads will be able not only to continue as the basic strength of the nation's transportation system but will also be enabled to increase their ability to render improved service to the public.

"Experience has shown that the railroads can hope to achieve the required equality of competitive conditions only through the enactment of legislation which will place all forms of transportation on the same basis with respect to regulation and which will also eliminate subsidy to non-rail forms of transportation."

James M. Symes, PRR:

"Car supply is certainly going to be a pressing problem. We will need to repair bad-order equipment as business improves and dollars can be found to do it. We will need new equipment and must find means to finance it. We should improve car utilization particularly in our terminal operations.

"We need to get a better share of the total transportation business through better sales, service and rates. Piggy-



An adequate car supply . . .

back should grow and help accomplish this.

"I think it will be an active year for mergers and expect to see progress in several areas.

"Our political relations and our public relations have shown substantial improvement but we need to give a great deal of attention to these fields if we are to accomplish more of those things where help from outside the industry

is required. Among the more important objectives here are: tax relief, financing for new equipment, getting support for commuter services, modernizing the depreciation laws, repealing the excise tax on passenger travel, reducing delays in unprofitable passenger train removals, establishing our right to operate other forms of transportation, and otherwise securing equal treatment with our competitors. The problems ahead can be simply stated but it is going to take a lot of 'arithmetic' to find the right answers."

D. J. Russell, SP:

"In the Transportation Act of 1958 we made some gains for our industry, most important of which was the acceptance by Congress of the responsibility for reform of our archaic transport regulatory principles.

"The big job ahead for the railroads in 1959 will be to implement that recognition with a program that will correct many of the deficiencies under which we operate. The needs are many: a more realistic depreciation schedule, the adoption of user charges for subsidized transportation, further revision of agricultural exemptions and the repeal of the 10 per cent passenger excise tax are among them.

"But above all we must attempt to gain for ourselves, in 1959, the freedom to offer to our customers a complete, well-rounded, diversified transportation service. The artificial restrictions which prevent our fully satisfying the needs of the public must be removed so that we may offer the type of service the economy of our nation demands."

H. A. DeButts, Southern:

"Congress must not be allowed to forget the railroads in 1959. We must put forth whatever efforts are needed to keep railroad problems that are subject to legislative remedy under active study by appropriate committees of Congress.

"We need to press forward with a legislative program that recognizes the basic importance of our industry, that insists upon our right to grow into a complete transportation service, and that deals realistically with problems of financing, rate-setting freedoms, and taxation."

Ben Heineman, C&NW:

"Stepping up efficiency in every phase of operations remains the No. 1 job on the Chicago & North Western Railway as another year begins.

"The big strides toward efficiency taken so far in the streamlining of yard and road operations, vastly improved car maintenance and supply with our new centralized repair shop at Clinton, Iowa, the stepped-up mechanization of track maintenance, our streamlining of station operations through 'central agency' plans, our improved sales efforts—and other efficiencies—will receive an important boost from a new integrated data processing system installed in 1958 and now in full operation.

"Many of our efforts toward greater efficiency in train, yard, station, shop and office operations still need the sympathetic help of the public, legislators, regulatory bodies or labor—as they have in the past. But as surely as '59 followed '58, the self interest of each is becoming more clearly identified as the interests of the industry itself. For the public, efficient railroads mean better service—at less cost. For the industry, efficiency holds the bright promise of a constantly growing volume of freight business at attractive rates—and growing employment as well."

W. J. Quinn, Milwaukee:

"The big job ahead for our industry, as I see it, is to move aggressively toward the goal of competitive equality with other modes of transportation. To do this we must overcome the inequalities of regulation which act as a brake on railroad progress.

"In keeping with that aim, I would like to see the railroads free to engage in other forms of transportation, so that they might give shippers whatever type of service would best meet their needs. We should also work toward the repeal of the exempt commodities clause in Part III of the Interstate Commerce Act. If the Congress is not disposed to repeal that clause, certainly the same exemption should be extended to service by rail in Part I of the Act."

Lackawanna TOFC Trailers Have Latest Load-Blocking Equipment

ALUMINUM LOAD-BLOCKING devices are standard in the 75 Fruehauf Volume Van trailers (above) which are now being delivered for Lackawanna piggyback operations. Deliveries are to be completed in February, and will include 25 refrigerator vans. In addition to these trailers, the road is receiving the last of 200 piggyback flatcars built at the Scranton, Pa., shop. Already the DL&W operates more than 500 highway trailers of various types, including flatbed, refrigerator and open-top vehicles. In picture at left, C. E. Frenzel, manager of motor service and LCL, demonstrates the load-blocking devices.

Passenger Deficit Report Hit

Railroads want ICC to recommend alleviating measures. Labor wants Hosmer predictions disavowed. Department of Defense wants finding as to minimum requirements of the military service.

► **The Story at a Glance: A few months ago ICC Examiner Howard Hosmer's prediction that railroad passenger trains are rushing headlong into oblivion blazed into headlines. Now, others are having their say.**

- **The railroads think the ICC's report in the passenger-deficit case should recommend alleviating measures and not merely describe the problem.**
- **The Railway Labor Executives Association thinks the Commission should disavow Mr. Hosmer's "dire predictions with respect to the demise of passenger service."**
- **The Department of Defense says "there is a minimum below which railroad passenger service may not fall and continue to meet the requirements of the military service under emergency conditions."**

Exceptions to the Hosmer Report are now on file with the ICC. The report made the gloomy prediction that in another decade, the railroad passenger business "may take its place in the transportation museum along with the stagecoach, the sidewheeler, and the steam locomotive" (RA, Sept. 22, p. 9).

Mr. Hosmer made no proposed findings, his report being designed to inform the Commission about the passenger business and the nature and causes of the deficit.

Joining with railroad management, labor and the Department of Defense in filing "comments" and exceptions were the National Association of Railroad and Utilities Commissioners, the National Coal Association, the General Services Administration, and the City of Philadelphia.

The NARUC said the Hosmer report "simply must not be adopted by the Commission," because "the adverse effect of such a defeatist document cannot be overemphasized."

The Coal Association said "the best possible and just relief" the Commission can give is "a finding that unprofitable train service generally is not required by public convenience and necessity and that it should not be continued at the expense of either the shippers or stockholders of the respondents."

The General Services Administration says the present record is "inadequate for any solution of the deficit problem within the Commission's jurisdiction," and the problem is of such importance as to justify further proceedings to develop facts necessary for the Commission "to reach constructive conclusions under the Interstate Commerce Act, including determinations as to . . . the types of trains which should continue operating or be discontinued, the changes in fares which would attract the traffic . . . and the improvements in service and equipment which the railroads should provide."

The City of Philadelphia is "dismayed by the cavalier dismissal with which the proposed report meets the pressing needs of the public," and it also complains of the report's "preoccupation with the complaints of railroad witnesses" and of the examiner's "failure to study intensively the operating causes and their optimum solution in the public interest."

'Underlying Cause'

The railroad presentation, filed by AAR General Solicitor W. M. Maloney, was called "comments" on the proposed report. A footnote said they "are not on behalf of the Southern Pacific Company and its subsidiary lines." The other presentations were labeled "exceptions."

"Abundantly supported by the record" was what the railroads said of Examiner Hosmer's view that "the principal underlying cause of the passenger traffic loss has been governmental promotion of air and highway transportation."

They also go along on his further conclusion that major contributory causes have been "the inflationary cost spiral, archaic and outmoded bases of compensating passenger train service employees, excessive and inequitable tax levies and the imposition of the federal tax on transportation."

Even though Commission jurisdiction does not extend to all alleviating measures, the railroads argue that this should not deter it from pointing the way to solution of the deficit problem. The "comments" added:

"The Commission, in effect, is an arm of the Congress and it is in a unique position of being able to measure and determine the effect that national, state and local policies have had upon the national transportation system. If it believes that review, reappraisal and possible change in such policies are essential, or even desirable, in the interest of a sound national transportation system . . . it should not hesitate to make known its views in that respect. In view of the compelling public interest, the railroads simply cannot conclude that remedial measures which would substantially reduce the passenger-train deficit will inevitably and continuously be rejected by Congress and other responsible public bodies."

As to labor costs, the railroads cite the national transportation policy and go on to assert that the record "contains adequate evidence to support a finding that one of the principal contributing factors to the passenger train service deficit has been the inability of railroad labor and management to arrive at terms that permit economical and efficient passenger train service, foster sound economic conditions and encourage fair wages and equitable working conditions."

Then came the suggestion that the Commission might well recommend a study by "high-level authority" as "a reasonable and realistic way in which a solution may be reached." The railroads also propose another Commission recommendation calling for reappraisal of traffic policies of the Department of Defense and other executive agencies, such as the Post Office Department.

RLEA's exceptions charged that the proposed report contains "errors of omission and commission," and in large part rests on "biased" data.

Labor objected most vigorously to those sections of the report which deal with wages and working conditions. RLEA said:

"The report has adopted a railroad propaganda line which is neither accurate nor complete and from which no helpful conclusions are drawn. And a false impression is created that an unreasonable attitude on the part of

employees with respect to wages and rules is a major factor in the passenger train deficit problem.

"Since he [Mr. Hosmer] apparently possessed no particular competence in the field of collective bargaining in the railroad industry or in understanding of the rules governing rates of pay and working conditions, it would seem that he would have refrained from recommending that the Commission place its stamp of approval on the obviously biased testimony of the carriers and the distorted picture which it creates."

RLEA also had this to say: "Indeed, if all employees in passenger train service worked for nothing, there would still be a considerable deficit in the passenger operation amounting to almost half a billion dollars in 1957 on the basis of figures of the examiner's report."

The Department of Defense's call for "appropriate findings" on minimum passenger service requirements of the military was preceded in its "exceptions" by a request that the Commission "specifically reject" a statement in the proposed report which "erroneously inferred an apathy on the part of the Department of Defense to the passenger deficit problem." The record, the Department added, "clearly shows the decline of passenger train service and the resulting reduction in equipment is of great concern to the Department."

As to the minimum-requirements finding, the Department said this should be made because the Commission "is not unaware of its responsibilities under the national transportation policy and in mobilization planning for defense." It added that the Commission has information as to the military requirements and knowledge of other defense requirements. It also said it has stockpiled 1,222 used Pullman cars and plans to acquire 300 more.

Milwaukee, UP Plan Single-Fare System

Another reduction in passenger fares cropped up in the West last week. Milwaukee and Union Pacific announced that they would seek to institute a single-fare system Feb. 25 between Chicago and Denver and intermediate points.

The single fare, a flat 3 cents per mile, would amount to a greater reduction in first-class fares than Rock Island and Burlington are planning for later this month in the Chicago-Denver market (RA, Jan. 5, p. 28). It would, at the same time, mean a slight increase in coach fares.

Chicago Commuter Parley Set

Chief executives of 17 leading commuter railroads are scheduled to meet in Chicago this week with the mayors of 16 cities to tackle a problem of mutual concern: mass transportation.

The meeting, arranged by Philadelphia Mayor Richardson Dilworth and Pennsylvania President James M. Symes, is set for Jan. 13 at Chicago's Sheraton-Blackstone Hotel.

Its purpose, according to Mayor Dilworth, is "to discuss problems of mutual interest to the mayors and the railroad presidents, and possibly to develop a program of legislative action which would be beneficial to and supported by both groups."

In preparation for the meeting, Mayor Dilworth and President Symes planned to go to Washington last week to seek the views of members of the Senate and House Interstate Commerce Committees.

Railroad presidents who will attend the meeting have in the past expressed a wide range of views on solutions to the commuter problem. A number of eastern railroaders have called for some kind of public aid to keep commuter lines running. Some leading western railroad men, on the other hand, have been cool to subsidy talk, emphasizing instead the need for greater pricing and regulatory freedom.

Railroad men scheduled to attend the meeting include the following presidents: George Alpert, New Haven; R. L. Dearmont, Missouri Pacific; J. A. Fisher, Reading; T. M. Goodfellow, Long Island; D. R. Jenks, Rock Island; W. A. Johnston, Illinois Central; P. B. McGinnis, Boston & Maine; Earl T. Moore, Jersey Central; H. C. Murphy, Burlington; A. E. Perlman, New York Central; W. J. Quinn, Milwaukee; D. J. Russell, Southern Pacific; P. M. Shoemaker, Lackawanna; H. E. Simpson, Baltimore & Ohio; J. M. Symes, Pennsylvania; H. W. Von Willer, Erie. The Chicago & North Western will be represented by Chairman Ben W. Heineman.

The following mayors will either attend the meeting or send representatives: Thomas D'Alesandro, Jr., Baltimore; John B. Hynes, Boston; Richard J. Daley, Chicago; Anthony J. Celebrezze, Cleveland; Will F. Nicholson, Denver; Louis Miriani, Detroit; H. Roe Bartle, Kansas City; Norris Poulson, Los Angeles; Frank P. Zeidler, Milwaukee; Ben West, Nashville, Tenn.; Robert W. Wagner, New York; Richardson Dilworth, Philadelphia; George Christopher, San Francisco; Gordon S. Clinton, Seattle; Raymond R. Tucker, St. Louis. Robert McLaughlin, president of the District of Columbia commissioners, will represent Washington.

Also sitting in on the one-day meeting will be Patrick Healy Jr., executive director of the American Municipal Association, and Harry R. Betters, executive director of the U. S. Conference of Mayors.

CNR-CPR to Ask Higher Rates

Canada's two major railways—the Canadian National and the Canadian Pacific—have just taken the first steps to obtain a further increase in freight rates.

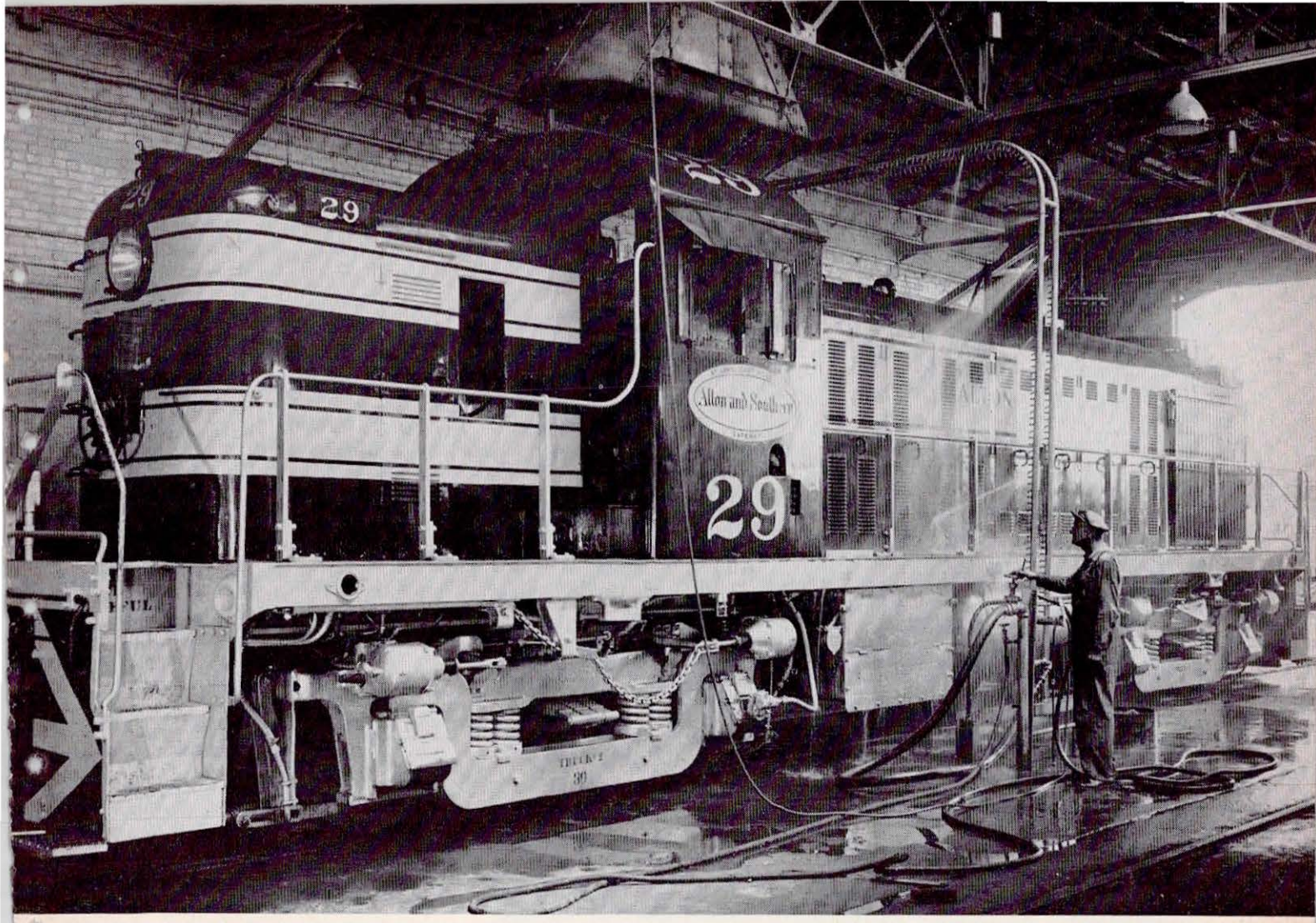
The amount of the increase which they will request has not yet been publicly announced, but speculation in the Canadian financial press indicates that it may run between 15 and 20 per cent. The lower figure would yield somewhere in the neighborhood of $52.5 million in additional freight revenue; the higher figure, about $70 million.

The contemplated increase is designed to cover "general operating costs." It follows a 17 per cent rise made effective last December 1 to offset higher wages which went into effect on the same date. Actually, the two increases represent, in effect, separate parts of a single application, which was originally filed last September. At that time, the railways asked for an immediate increase of 19 per cent to cover higher wage costs, and a subsequent increase of indeterminate amount to offset other operating costs.

The 19 per cent rise was reduced to 17 per cent by the Board of Transport Commissioners, to produce an estimated $60 million per year in added revenue. That figure was sustained by the federal Cabinet against an appeal by eight of Canada's 10 provinces. To appease the provinces, however, the Cabinet also voted to offset about half the increase by a temporary rail subsidy (RA, Dec. 22, 1958, p. 9), pending a thorough investigation of the entire Canadian freight rate structure.

First step in the new application will be for the railways today (Jan. 12) to ask the Transport Board to: (1) Set a date for hearing the application; and (2) set a date for them officially to advise the board of the precise amount of the proposed increase.

In announcing the new increase, the Railway Association of Canada said it is required by "higher costs, rising wage levels, and substandard earnings."



SPIC AND SPAN—Regular washings under water jets with 175 pounds of pressure keep the Alton & Southern's locomotives as shiny on the outside as they are on the inside.

A&S Keeps Road Switchers Busy

Skilled workmen and preventive maintenance team up to keep Alton & Southern's diesel road switchers on the move.

According to J. T. Daley, the road's superintendent of motive power, "Our all-time average utilization of these units, during good business years and those not so good, has been 17 hours a day. Each of the older road switchers has averaged about 80,000 hours of service. The locomotives have been available for regular operation a high percentage of the time—90.52 per cent of 1956 and 1957, for example, and 94.18 per cent of the first nine months of 1958. We have not had a single locomotive out of service due to maintenance or overhaul as much as 72 consecutive hours in 11 years of operation."

Mr. Daley says he has been able to maintain that mark by having a crew of highly skilled workmen and by keeping replacement parts on hand and always ready for speedy installation.

Parts in stock range from complete spare engines to a locomotive truck and spare electrical components. This stockpile of ready-reserves includes a locomotive front end ready to replace any battered locomotive front. Such a replacement has been made in as little as two hours.

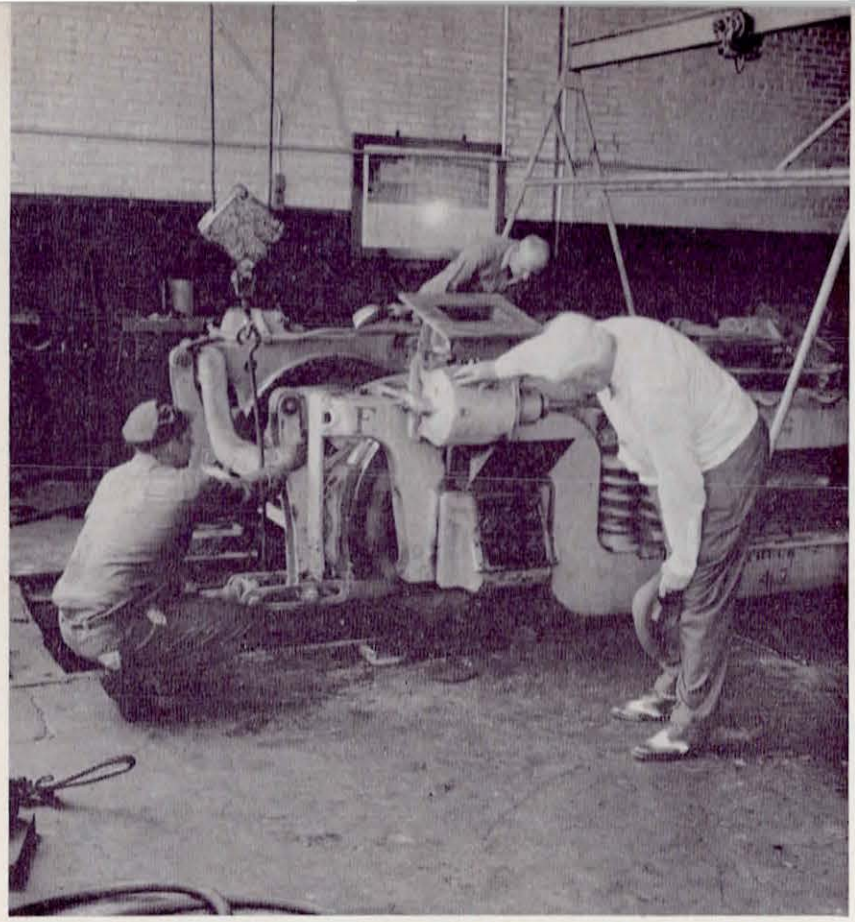
The Alton & Southern is a switching and transfer line that serves a great portion of the metropolitan St. Louis area. It owns 84 miles of track and has 22 additional miles under trackage agreements. It operates a heavy transfer service. Included in this heavy-duty shuttling is the daily "beer train," an exchange of empties for full refrigerator cars at the Anheuser-Busch Brewery.

To handle this service, the road operates a fleet of 18 RS type diesel-electric road switchers delivered in 1947 and 1948. Fifteen of the units are part of the first twenty 1,500-hp RS locomotives that rolled from Alco's Schenectady plant.

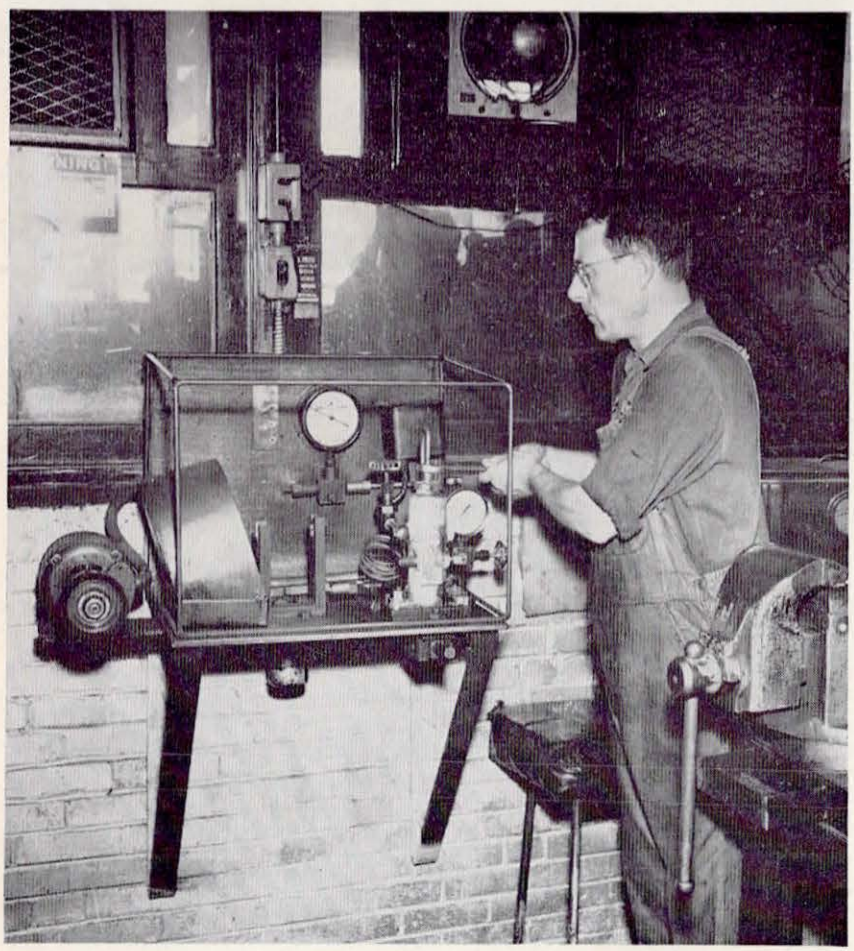
Success of the Alton & Southern's locomotive operation is based on cooperation of trained shop employees and to maintenance by replacement of parts. As Mr. Daley puts it: "When I took this job in 1945 we gathered our maintenance force together and discussed our problems. Since then, problems are discussed out on the shop floor with the men whose cooperation is needed to solve them.

"Also, most of the men in our shop have spent two weeks in Schenectady studying proper maintenance practices and procedures. Some of the men later returned to the Schenectady plant for refresher courses. This educational program has paid off handsomely in the long run, for improved maintenance has resulted in favorable economies."

In the late 1940's and the early part of the present decade, railroads did not



TRUCK UPKEEP—Superintendent of Motive Power Daley watches as a brake rigging is hung following installation of a machined pair of wheels. In the background, Walter R. Simpson, assistant general foreman, checks a brake hanger.



FINAL CHECK—Machinist Michael Minogue tests a fuel injector pump after overhaul in a "back shop" operation at the Alton & Southern.

have access to present-day parts replacement and up-to-date unit exchange systems of builders to help them maintain their motive power.

Today, the Alton & Southern's maintenance procedure is based on the following routine:

1. Every locomotive receives a trip inspection each time it is returned to the enginehouse yard. Special emphasis is placed on checking lubricating oil pressure at idle and full throttle, engine water temperature, fuel oil pressure, battery charging rate, operation of sanding equipment, air brake equipment and a thorough inspection of the engine, engine crankcase and running gear.

2. Monthly inspections are performed during the second work shift because demand for motive power is lowest at that time. Work too heavy for the inspection crew to handle is left for the first work shift.

3. Quarterly and semiannual air brake inspections are usually made during the first and second work shifts.

4. Annual inspections are performed during the first work shift. Blowing and cleaning of traction motors and electrical equipment is usually done by the third shift crew. All small motors are replaced by shop reconditioned units and require no maintenance until the unit is returned to the shop for the next annual inspection.

Washing of lubricating oil heat exchangers and changing out of power assemblies and bearings is usually performed during this period. Cylinder heads, liners, pistons and piston rings are changed normally on a three-year basis. To keep maintenance cost more equal, this work is scheduled so that approximately one-third of the units become due for overhaul during the year.

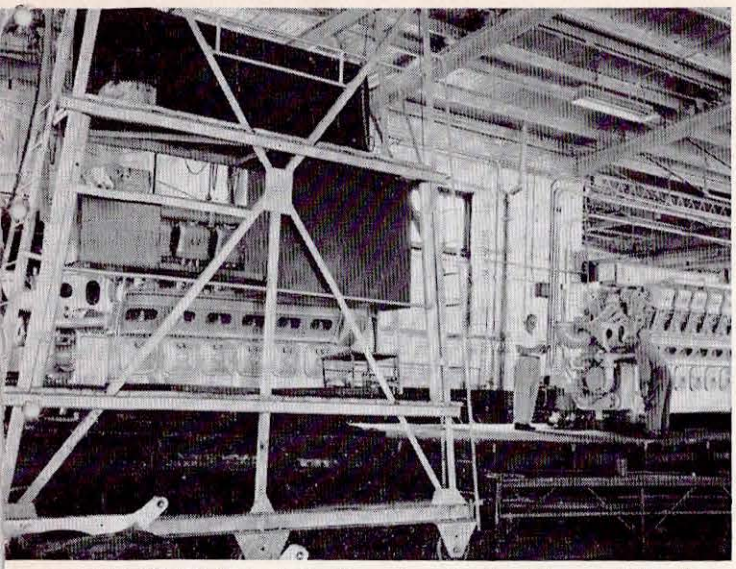
5. Engine intake air cleaners are cleaned monthly. First, the outer surface is brushed with a bench brush to dislodge any dirt accumulation, then the panels are blown with air.

6. Lubricating oil filters are replaced according to results of a blotter test. A sample is taken each week for determining the condition of the lube oil filters.

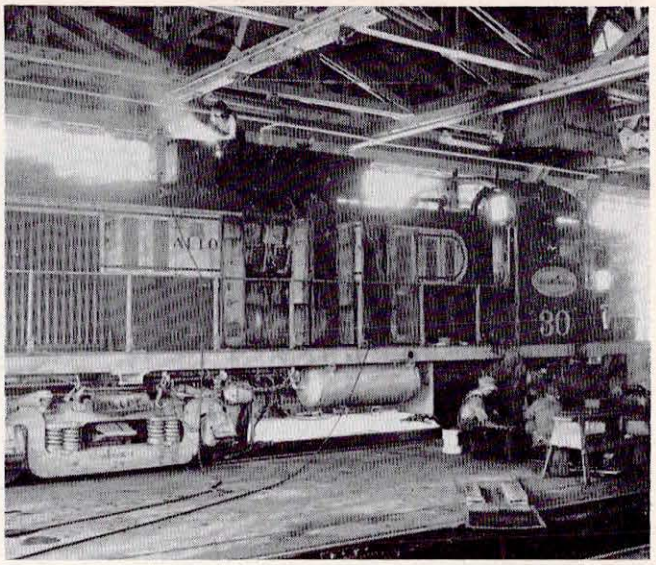
7. Lubricating oil is checked daily for dilution with a "Visgage" comparator. Any deviation from a previous reading indicates trouble which must be eliminated before the locomotive is returned to regular operation. A sample of lubricating oil from each unit is subjected to laboratory analysis each month.

8. Keeping the diesel engines clean and free of leaks is the duty of the mechanic who inspects the engine after it is returned to the shop.

9. The exterior of the locomotive and locomotive trucks are cleaned during the third work shift.



READY TO GO—Rebuilt engines in the Alton and Southern Shops. The engine partly obscured by the crane is destined for locomotive No. 28. Joseph C. McCracken, general foreman of the shop, notes inspection results on the engine at right.



ROUTINE CHORES—Here a boilermaker (atop the hood) reinstalls the hatch over the exhaust manifold on locomotive No. 30 after replacing two sections of pipe in the manifold. Men at lower right are repairing wooden battery boxes.

Railroading After Hours with Jim Lynch

LETTERPRESSES AS ANTIQUES.—Some railroaders, with an eye to the value of antiques, have been collecting those old station letterpresses. W. H. Goodyear, GN auditor of freight accounts, has one. He picked it up for 50¢ in a junk yard at Spokane. Santa Fe Agent Charles Goebel at Atchison also has one—and in good working order too, as he proved by sending me a copy he made with it. He says his first days of railroading were spent, in large part, operating these presses.

"It was my job," he writes, "to see that the water was changed at intervals so it wouldn't sour, and that the cloths were smoothed out when being dried. You had to be very careful, when copying waybills and reports, to see that the copying cloth had just the right degree of wetness. Too wet, the ink would smear. Too dry, you wouldn't get a clear impression."

TOO MUCH ANTIQUITY—The other day I read a speech by a promoter of tourist trade for a New England automobile club. He said New England emphasizes its historic places too much, and soft pedals more lively attractions. For example, he said New England promotes its tourist trade with a picture of a fully clothed Pilgrim maiden carrying a turkey. Florida, on the other hand, shows the same model as a bathing beauty—and Florida's tourist trade grows faster than New England's.

I suspect this observation has some application to railroads too. It isn't the industry's notable accomplishments of the past, but the attractions it offers today, that make the most effective sales appeal to potential customers.

US AND UK ENGLISH—There are more differences than similarities between British and North American railway terms. D.F.F. Holdway of Utrecht, Holland, sends along a few examples (British terms in parentheses): switches (points); ties (sleepers); tower (signal box); caboose (brake van); highway crossing (level crossing); subway (underground); roadway (permanent way). And that list doesn't even scratch the surface.

Fortunately, the terms are usually sufficiently descriptive so that a term in use in Britain can ordinarily be understood in North America, and vice versa. Are there any noteworthy exceptions? Some of the MRS fellows ought to recall them, if there are any.

STEAMERS FOR HOLIDAYS—Reader Walter A. Zakon, writing from Bristol, Va.-Tenn. reports that the N&W had some of its steam locomotives back in passenger service during the holidays—thanks perhaps to the airline strikes. He enclosed an editorial from the St. Louis Post-Dispatch, regretting the virtual disappearance of the steam locomotive—and especially of the steam locomotive whistle. As for the latter, it seems to me some of these new diesel horns now offer a pretty close parallel to their steam predecessors.

Anyhow, isn't this whistle business an area where railroads could go in for a little inexpensive individuality? Not all steam whistles were alike—and there's no law that says all diesel horns have to sound alike either.

COUPLER TROUBLE—Getting back to railroad anecdotes, Vice President R. E. Johnson of the Tex-Mex tells about the student brakeman who was being initiated into the mysteries of coupling up a train. The engineer—after receiving go-ahead and back-up signals several times—went back to see what the student's trouble was. Looking at the dangling airhoses, the student said: "I can get the big couplers together, but those little ones just won't do it."

Performance Proof No. 118

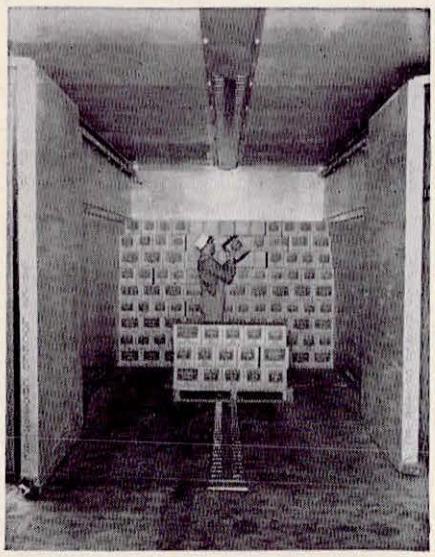
HEINZ calls for Compartmentizer cars for more profitable distribution

Western shippers see result in Pittsburgh to Los Angeles shipment

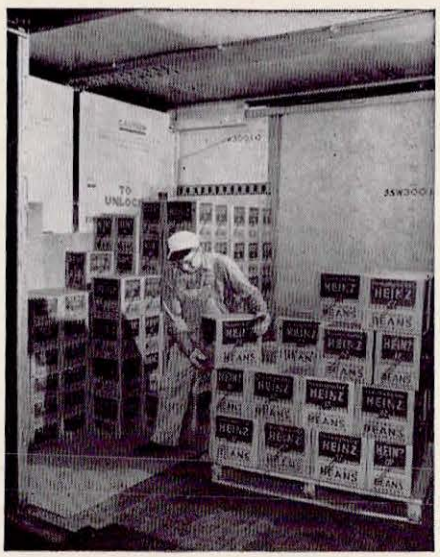
The H. J. Heinz Company recognizes that distribution—the last link to the sale—presents the final opportunity to influence profits. The more efficient they make it, the more Heinz and Heinz outlets benefit.

An important tool they use to produce greater distribution efficiency was highlighted when a Heinz shipment made in a P-S Compartmentizer-equipped box car was displayed at the recent Western Material Handling Show. This typical shipment—reported on these pages—demonstrated the benefits Heinz has gained as a regular Compartmentizer user: Safe, claim-free delivery, heavier car loading, faster loading and unloading, easier handling of stop-off shipments and the elimination of expensive shipper-installed car bracing.

If you would like details on how P-S Compartmentizer-equipped box cars can help you produce more profitable distribution, contact Pullman-Standard. We will be happy to meet with you. Just call or write the office nearest you.



Loading—Efficiency is the keynote of Compartmentizer design, Heinz finds. Note that the Compartmentizer gates leave the entire car interior free of obstruction. Crews are unhampered, get the job done sooner.



Loading—Compartmentizer gates divide car interiors into three flexible-size compartments. Here, Heinz crewman loads doorway area after car ends have been loaded and locked in complete security behind gates.

Unloading—After the show the car was moved to the local Heinz Warehouse. One man opens gates in minutes, begins unloading quickly . . . no time is wasted removing costly bracing or piles of special parts.

COTTON BELT
COMPARTMENTIZER PROTECTED LOAD
RAILROAD MEN!
—THIS MAJOR SHIPPER'S STATEMENT IS APPEARING BEFORE OVER 35,000 IMPORTANT TRAFFIC MEN.
It illustrates the outstanding performance of rail service and the shipping advantages of P-S Compartmentizer-equipped Box Cars.

Arrival—This Cotton Belt Compartmentizer-equipped car, #30010, carried the 91,235 pound Heinz shipment 3105 miles over 5 roads—the B&O, Alton and Southern, Cotton Belt, S. P. and Santa Fe—before delivering it to the Western Material Handling Show site. Shown inspecting the claim-free load on arrival are (left to right) Mr. E. L. Grauer, H. J. Heinz Company; Mr. Jack Lee, Producer, Western Material Handling Show; and Mr. S. C. Nelson, Pullman-Standard.

Unloading—This car end held 1930 cases of Heinz Junior foods. Inspection confirmed Compartmentizer performance: Not a single damaged jar! No profits lost on replacements or adjustments. No claims to file.

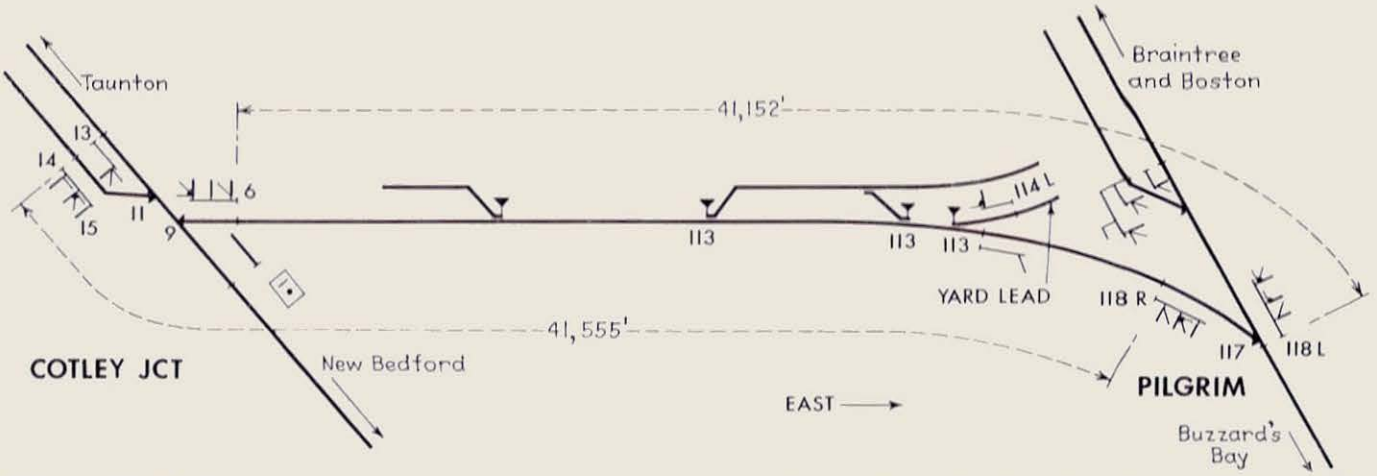
These shipper-conscious carriers have P-S Compartmentizers in service or on order to serve you . . .

Baltimore & Ohio
Bangor & Aroostook
Central of Georgia
Chicago, Burlington & Quincy
Chicago Great Western
Fruit Growers Express
Great Northern
Merchants Despatch Transportation
Milwaukee Road
Minneapolis & St. Louis
New York Central
Norfolk & Western
North American Car
Northern Pacific
Pacific Fruit Express
Pennsylvania
Seaboard Air Line
Southern Pacific
St. Louis Southwestern
Texas & Pacific
Western Pacific

Ask for them by name . . .
Compartmentizer-equipped box cars

PULLMAN-STANDARD

CAR MANUFACTURING COMPANY
SUBSIDIARY OF PULLMAN INCORPORATED
200 SOUTH MICHIGAN AVENUE, CHICAGO 4, ILLINOIS
BIRMINGHAM • PITTSBURGH • NEW YORK
J. C. Fennelly Co., San Francisco Representative



THIS 8-MILE LINE is an important single-track connection between the Taunton-New Bedford, Mass., line and the Boston-Braintree-Buzzards Bay line. The latter handles heavy commuter traffic during June-August for Boston residents who have summer homes on Buzzards Bay. The connection handles trains from Providence and New York to Cape Cod. Extra passenger trains are run on weekends, particularly during June, July and August. Daily scheduled traffic over the connection consists of five freight trains each way and two passenger trains each way.

Remote Control Saves Money

Savings up to $12,500 per year are being realized by the New Haven since it installed a type of signal control whereby slow codes are sent through the rails to determine occupancy of a block. If clear, signals at end can be cleared to direct a train to enter the block.

An 8-mile section of the New Haven between Cotley Jct., and Pilgrim, Mass., has been converted from manual block to operation by remote control. The installation eliminated the need for second and third trick operators at Pilgrim. Annual savings of $12,500 are being realized.

This single-track connection leaves the Taunton-New Bedford line at Cotley Jct. interlocking. The signals and power switch are locally controlled. Eight miles east, the connection joins the Boston-Braintree-Buzzards Bay line at Pilgrim, three-quarters of a mile south of Middleboro South. The power switch and associated signals at Pilgrim are in centralized traffic control territory. They are controlled by the dispatcher at Boston, 35 miles away.

The problem the railroad had been faced with was to "OS" trains in and off the connecting line at the Pilgrim CTC location. The new signal installation using GRS Trakode solved it without the necessity of extending the CTC down the connecting line. Nor was there need for line wires to provide the required positive blocking.

Prior to the new installation of code control through the rails, the 8-mile connection was operated as manual block. This required coordinated action by the interlocking operator at Cotley Jct., an agent-operator at Middleboro South and the CTC dispatcher at Boston. It is easy for the Cotley Jct. leverman to check trains visually in and out of this connection.

At the east end of the connection, Pilgrim is three-quarters of a mile from Middleboro South station. To check eastbound trains leaving the connection, the Middleboro South operator had to go to Pilgrim. The visual check was necessary so he could report the rear markers assuring that no cars were left on the connection line.

The operator also had to be at Pilgrim to handle train orders or clearance cards for westbound trains entering the connection. Once off the connection at Pilgrim, the train is in CTC territory. An operator was required at Pilgrim when trains entered or left the connection. This meant the railroad had to have an operator on duty at Middleboro South during the second and third tricks, as well as the agent-operator during the first trick.

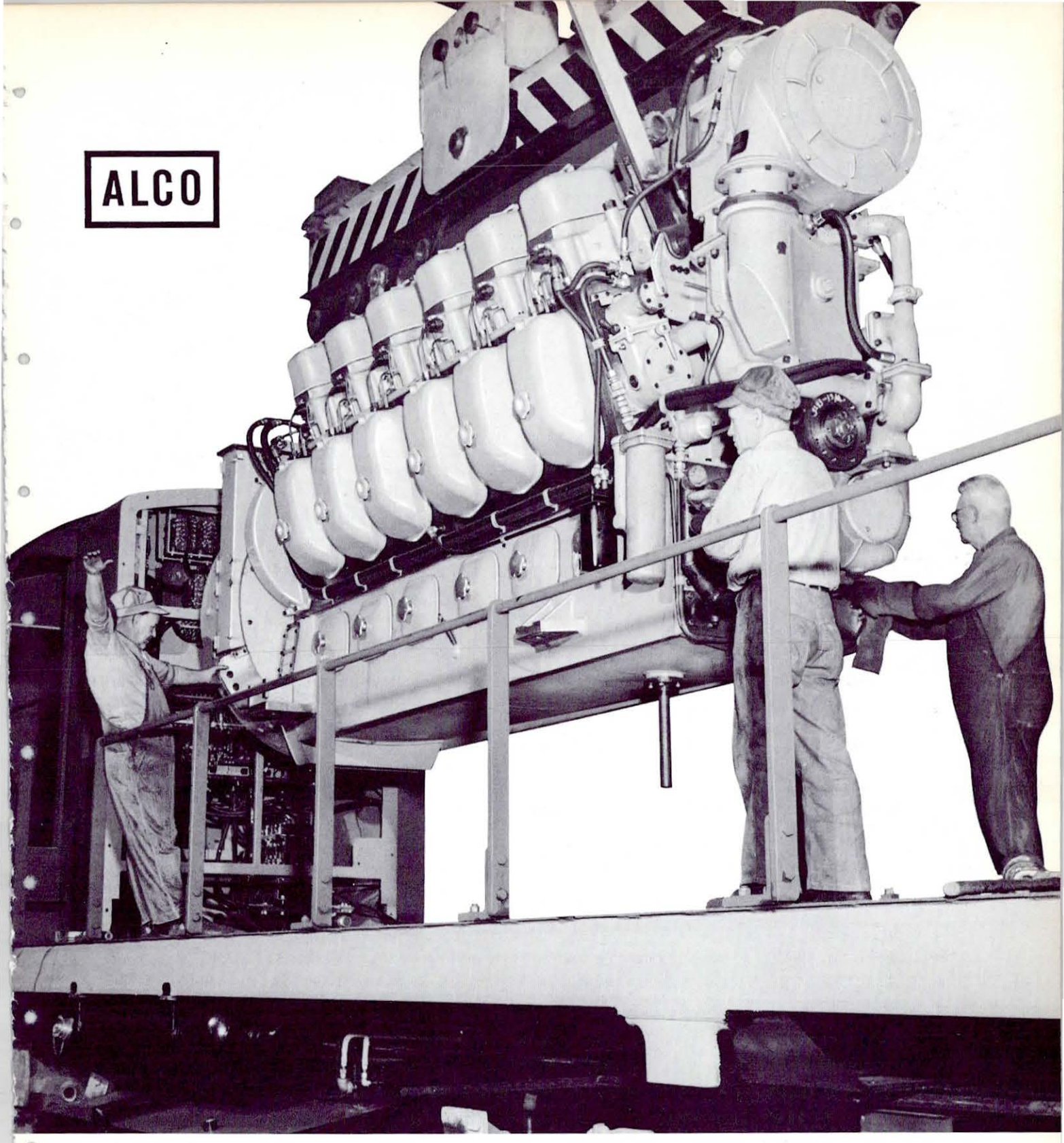
Another problem on this line is the need to check that the eight miles between Cotley Jct. and Pilgrim are clear before a train is allowed to enter the connection. Before the new code control, the check was made by visual "inspection" at each end of the line when trains left the connection. This procedure did not provide broken rail protection.

The new control provides broken rail protection, and a check that the block is clear before a train can enter. By having the remote control of the codes from the Boston CTC dispatcher, the operators at Middleboro South on second and third trick are no longer needed. With code control, there is no need for anyone to go to Pilgrim to issue clearance cards, train orders or to check trains as they leave the connection.

To check that the block is clear, GRS Trakode was installed. The system operates as follows: The Boston CTC dispatcher has a traffic lever and a signal lever to control the codes to check that the block is clear, and to set up controls to clear signals into the connection. For example, if the Boston dispatcher wants to route a train westward over the connection to Cotley Jct., he so advises the Cotley Jct. operator and positions his traffic lever for westbound traffic. This causes

(Continued on page 21)

ALCO



HOW ALCO'S 251 ENGINE CUTS MOTIVE POWER COSTS...

ALCO

TESTS PROVE YOU CAN CUT FUEL COSTS 10% AND MORE WITH ALCO LOCOMOTIVES

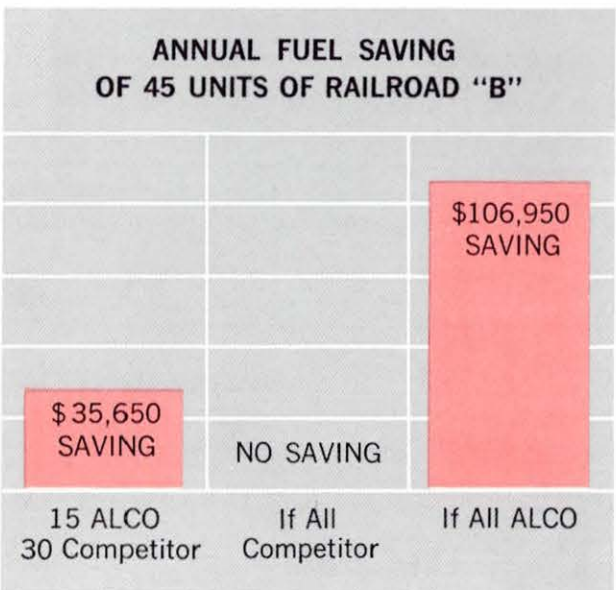
Leading railroads have proved that new ALCO locomotives, with the 251 diesel engine, lower fuel-oil costs by at least 10 per cent—and much more in some cases.

These roads made actual operating tests, kept careful records, comparing the fuel consumption of ALCO and competitive locomotives. In every case, on different roads in different parts of the country, the fuel consumption of ALCO locomotives was appreciably lower.

Today, when you are surveying your operations for every possible way to lower your costs, it will pay you to keep this fact about the 251-engined ALCO locomotives in mind.

Remember, too, that the 251 engine has drastically lowered maintenance costs, has a much longer power-assembly life than its competitor, is built and backed by motive-power experience dating to 1848. The next time you buy locomotives, be sure you are getting full value.

RAILROAD "B":
$35,000 ANNUAL FUEL SAVING WITH 15 ALCO LOCOMOTIVES



A Class I U.S. railroad, with heavy traffic and many train stops, found in a comparison of 15 ALCO DL-701's with 30 competitive locomotives that fuel costs for the ALCO locomotives averaged $.1781 per unit mile, while the competitive locomotives averaged $.2014—an advantage of 11 per cent. The tests covered a ten-month period, with each group of locomotives averaging near 8500 unit miles per month.

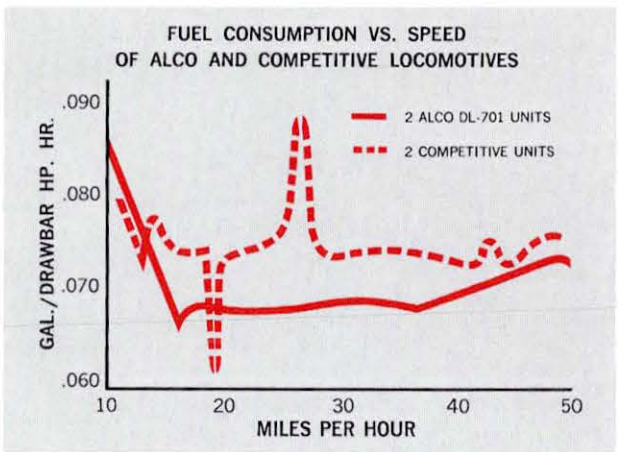
On the basis of these figures, the railroad saved $35,650 annually with the ALCO DL-701's. If all 45 units were DL-701's, they would save an additional $71,300 per year *on fuel costs alone*, with a total possible saving of $106,950 annually over the competitive locomotives' fuel costs.

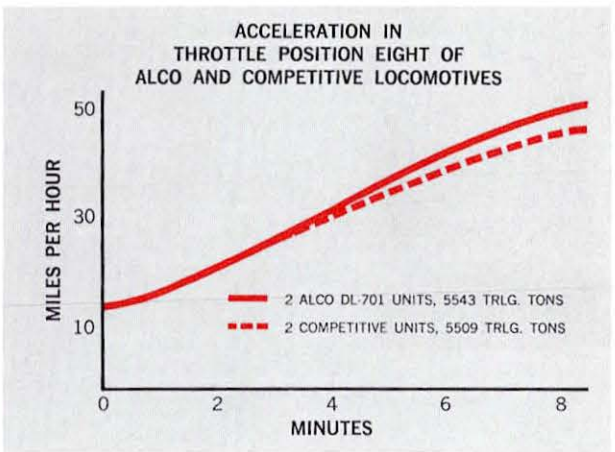
RAILROAD "A":
12% LESS FUEL, FASTER ACCELERATION, INCREASED SPEED

In addition to determining fuel savings of up to 12% with ALCO diesels, Railroad "A" found in its Western U.S. operations that the new engines provide faster acceleration and higher speeds.

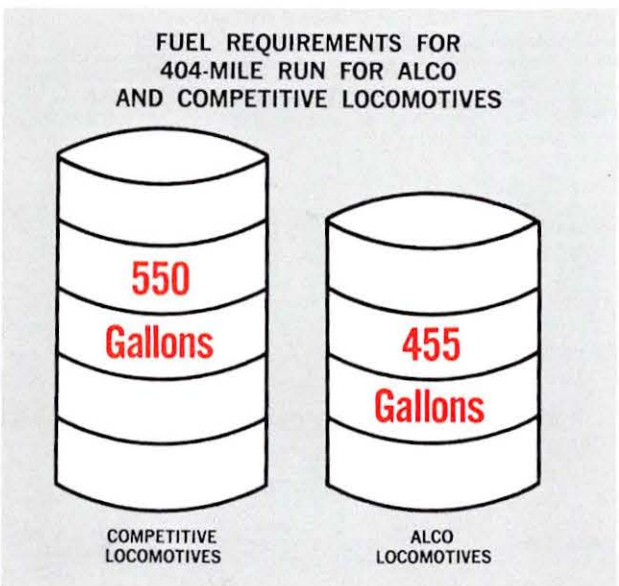
In a two-month test conducted with dynamometer cars, the ALCO locomotives averaged 5 mph better speeds per run, with lower fuel consumption than competitive locomotives.

A section of dynamometer car tape included with the railroad's report showed that the ALCO engine accelerated from 14.2 to 52.3 mph in throttle position eight in 8½ minutes, while the competitive unit reached only 47.3 mph. During this part of the test, the ALCO engine was trailing 101 cars and 5,543 tons, as compared to 98 cars and 5,509 tons for the competitive locomotive.





RAILROAD "C":
FUEL COSTS REDUCED 17% WITH NEW ALCO 251 ENGINE



Economic operation of the ALCO 251 diesel has meant wide acceptance of the new engine throughout the world. Overseas, as well as here, fuel savings of the 251 are making drastic reductions in operating costs.

In Australia, for example, comparison tests were recently made on ALCO's and the U.S. competitor's engines over a mountainous 404-mile passenger run.

The railroad's report showed that the competitive engine, which was rated at 1750 hp, required an average of 550 imperial gallons of fuel per run. The ALCO 251 diesel, rated at 1800 hp, averaged 455 imperial gallons per run—a fuel savings of more than 17 per cent.

What this means for you . . .

10% FUEL REDUCTION MEANS THESE ANNUAL SAVINGS FOR YOU

IF YOU OPERATE...	YOU SAVE*...
100 ALCO LOCOMOTIVES	**$215,280** per year
250 ALCO LOCOMOTIVES	**$538,200** per year
500 ALCO LOCOMOTIVES	**$1,076,400** per year
750 ALCO LOCOMOTIVES	**$1,614,600** per year
1,000 ALCO LOCOMOTIVES	**$2,152,800** per year

*Calculations based on fuel cost of $.115 per gallon, fuel consumption of 1.95 gallons per unit mile (Class I U.S. freight-service averages), total mileage per year of 96,000 miles per unit.

LOWER FUEL COSTS...LESS MAINTENANCE...MORE USEABLE HORSEPOWER WITH ALCO DIESEL-ELECTRIC LOCOMOTIVES

Top value from your operating dollar—that's what you want, and what ALCO's 251 engine is designed to deliver. Already, it has set new standards for diesel operating efficiency throughout the world—in fuel consumption, maintenance, power assembly life, and useable, dependable power.

Overseas, for the past two years, ALCO locomotives with the 251 engine have been overwhelmingly preferred by railways in all parts of the world. The principal reason: their operating efficiency in comparison with competitive locomotives.

In the United States, more and more railroads, drawing on their own operating records and other records available to them, are also concluding that the 251 engine in ALCO locomotives is an important avenue to lower costs and increased profits.

Your ALCO sales representative will be pleased to give you full information on the many savings that the ALCO 251 diesel can bring to your operations, both in new equipment or in "reprofited" older equipment, and answer any questions you may have.

Since 1848, ALCO has been steadily serving the needs of American railroads, and ALCO will always play this significant role.

ALCO

ALCO PRODUCTS, INC.
TRANSPORTATION PRODUCTS DIVISION
SCHENECTADY, NEW YORK

DIESEL-ELECTRIC LOCOMOTIVES • DIESEL ENGINES • RENEWAL AND MODERNIZATION PARTS • REPAIR AND REBUILD SERVICES

New Haven Saves Money

(*Continued from page 16*)

the Trakode system to cut off the positive coded pulses at Pilgrim and prevents clearing of a signal at Cotley Jct.

Positive pulses from Cotley Jct. must be received at Pilgrim to clear a westbound signal. Absence of a block light on the dispatcher's panel tells him the block is clear. He can then reverse switch 117 at Pilgrim, and clear signal 118L to red-over-green-over-red.

When the Cotley Jct. operator calls Boston to request controls for an eastbound train over the connection, the dispatcher positions his traffic lever for eastward traffic. This will set up code action to allow the Cotley Jct. operator to clear signals 13 and 14 over switch 9 reversed. This will prevent the dispatcher from clearing signal 118L over switch 117 reversed. Checking the block clear also means that switches 113 are locked.

Based on Code Rates

The system, under the supervision of the Boston dispatcher, is normally clear as far as the block between the control points is concerned. It is based on code rates selected so that one pulse originating at Pilgrim goes to Cotley Jct. and returns to Pilgrim before the next pulse is transmitted. Trakode is fed through the rails, except where it is put on line wires to go around four automatic highway crossing protection installations.

Four hand-throw switches on this 8-mile connection have model 9B electric locks. The release for these locks from the main track is by a series overlay electronic track circuit. The three hand-throw switches at Middleboro South can be released by the CTC dispatcher for a man "inside" desiring to come out on the mainline. The control to release is fed into the rail down to the lock location by Trakode. The two switches at the yard lead are 75 feet apart. Therefore, one series overlay track circuit can serve for release of both electric locks.

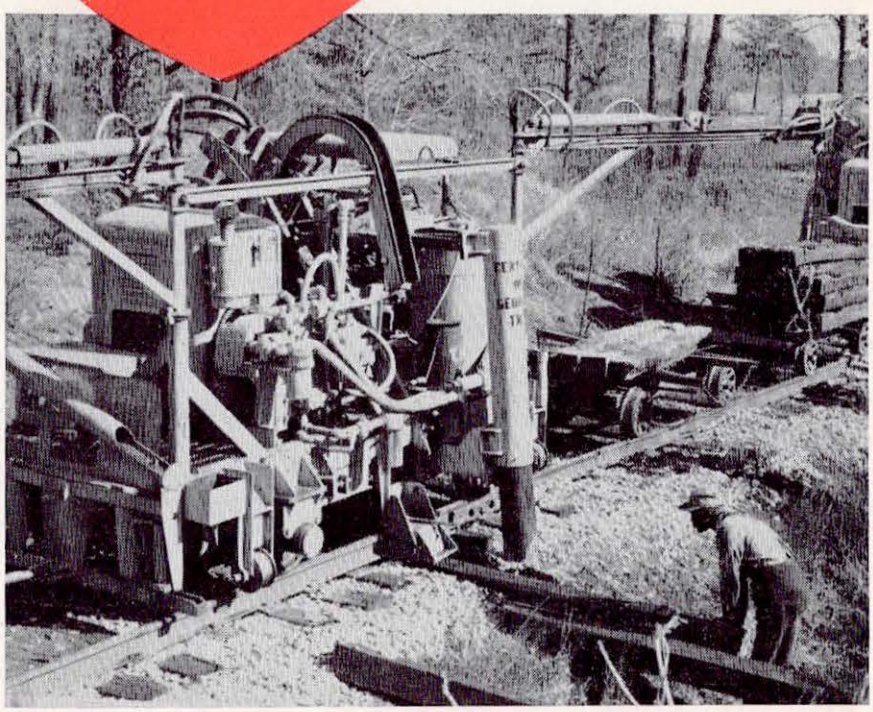
Engineering and the signal equipment were furnished by the General Railway Signal Company. Railroad forces under the jurisdiction of W. A. Ford, chief signal officer, retired, and his successor, Edgar B. Walkup, signal engineer, performed the installation work.

HOW TO REPLACE TIES *economically*

... with minimum disturbance to the track

R·M·C TIE Master

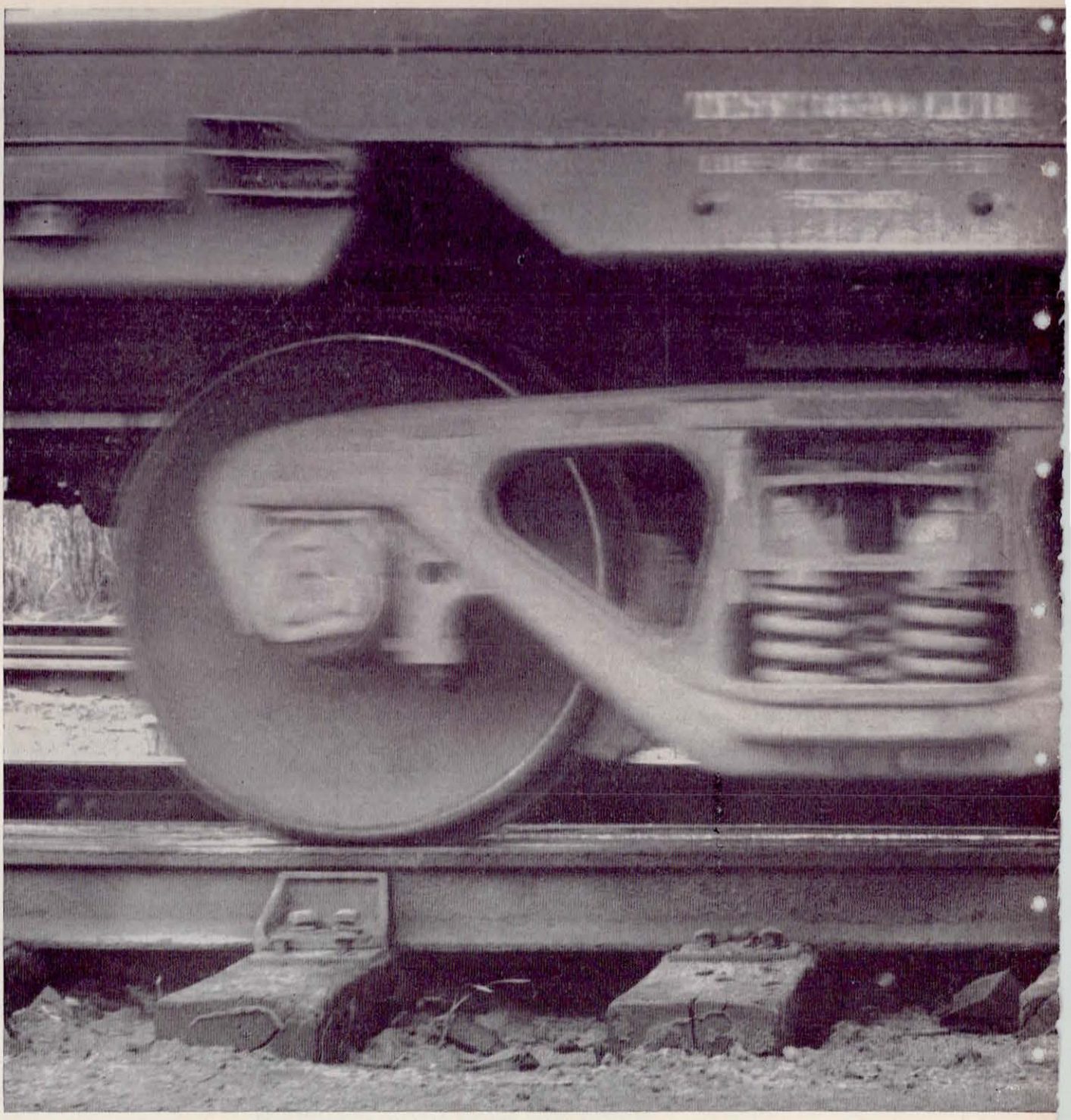
TieMaster does the complete tie replacement job, using only an operator and two laborers to attain speeds of better than one tie per minute. Only the TieMaster does all essential tie replacement steps—lifting the rails enough to clear tie plates, removing old tie, scarifying the bed, and inserting new tie. *Bulletin T-55.*



Railway Maintenance Corporation

Pittsburgh 30, Pa.

McWilliams Mole and Super Mole
McWilliams Tie Tamper, Spot Tamper, Jack Tamper and Ballast Distributor
TieMaster
LineMaster
SpikeMaster
Tie Unloader
Bridge Tool Machine



Where payloads roll on roller bearings . . . Gulf makes things run better!

NEW GULFCROWN R.R.

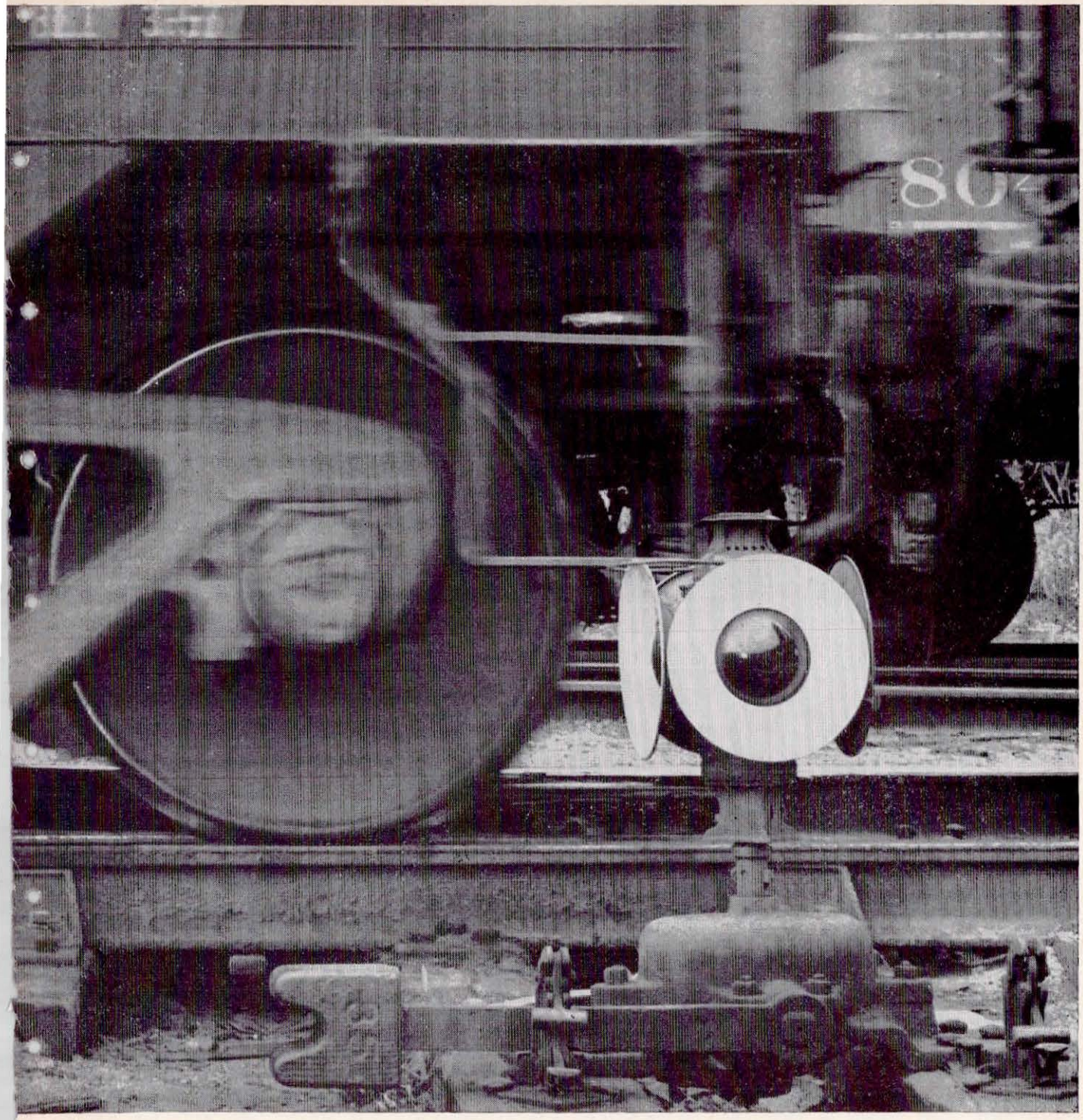
New Gulfcrown R.R. is a lithium base grease especially developed to provide better lubrication for railroad car roller bearing journals. It has been tested and approved against A.A.R. Specification No. M-917-56.

Stands up at high temperatures. New Gulfcrown R.R. has been used successfully in bearings operating at temperatures as high as 250° F.

Pumps freely at low temperatures. Gulfcrown R.R. Grease doesn't become hard, or unworkable, even when subjected to temperatures as low as 0° F.

Won't thin out at high speeds. Its excellent mechanical stability keeps Gulfcrown R.R. from thinning out under the churning action of high speed bearings.

Resists washing action of water. Won't wash away even under wettest conditions. Gulfcrown R. R. also provides protection against rust.



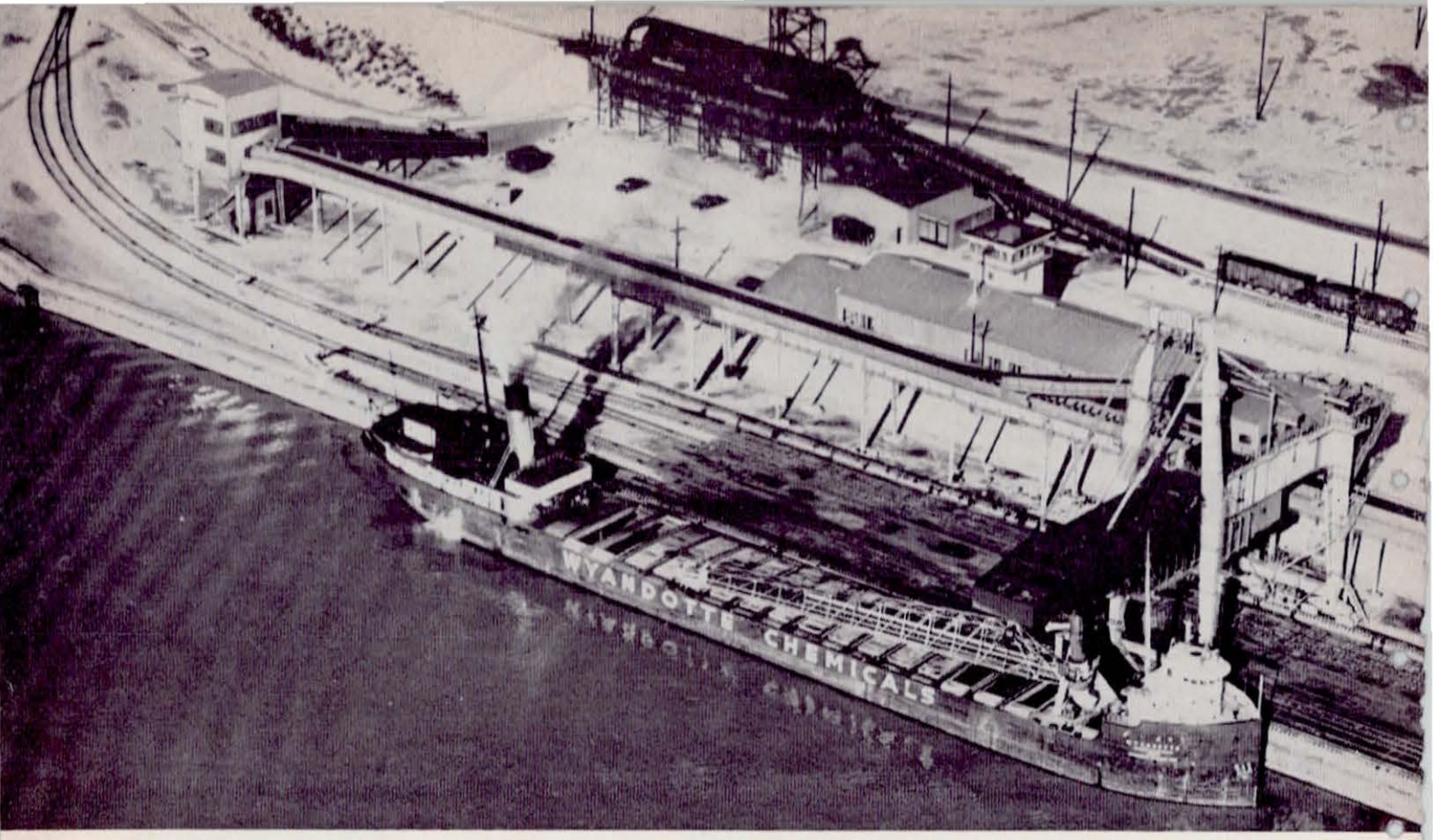
GREASE

Excellent oxidation stability. New Gulfcrown R. R. Grease is effectively inhibited against oxidation to insure long life, both in storage and in use.

Gulfcrown R.R. Grease is available now, in 35 lb. pails, 100 lb. drums and 400 lb. drums. Let us prove that you will get more effective roller bearing protection—and reduced maintenance costs—with this outstanding new grease. Write or phone.

GULF OIL CORPORATION
Dept. DM, Gulf Building
Pittsburgh 30, Pa.

GULF



BELT CONVEYORS deliver coal from rotary dumpers to traveling loader, shown here working near bow of vessel.

This Coal Dock Works Fast

The Chesapeake & Ohio's new $7,000,000 loading facility at the Presque Isle docks in Toledo is said to be the largest and fastest in the world.

The C&O's new coal-loading facility is the railroad's answer to the demands of water carriers operating on the Great Lakes. Because of higher operating costs and the use of larger capacity boats, the owners have been forced to demand more rapid loading of their vessels. The objective is to reduce the turnaround time for boats, enabling them to make more round trips each year.

The new coal dock was designed and built under the direct supervision of R. C. Tench, materials handling engineer. It is expected to increase by 40 per cent the capacity of a coal-loading plant which in 1957 dumped 18,700,000 tons of coal from railroad cars into lake boats. This was accomplished with three loaders—two built in 1930 and a third added four years later.

The railroad was influenced by other factors in its decision to add a fourth loader to its Toledo docks. The St. Lawrence Seaway will be opened to deep-draft ocean traffic next summer. The Port of Toledo is making a determined effort to become a major world port on the Seaway. A strong case was thus presented for the addition of a fast, efficient and modern coal loading system.

The new facility is more flexible and adaptable for loading ocean-going ships than the older coal loaders. It will have had a year's operation behind it when the Seaway opens.

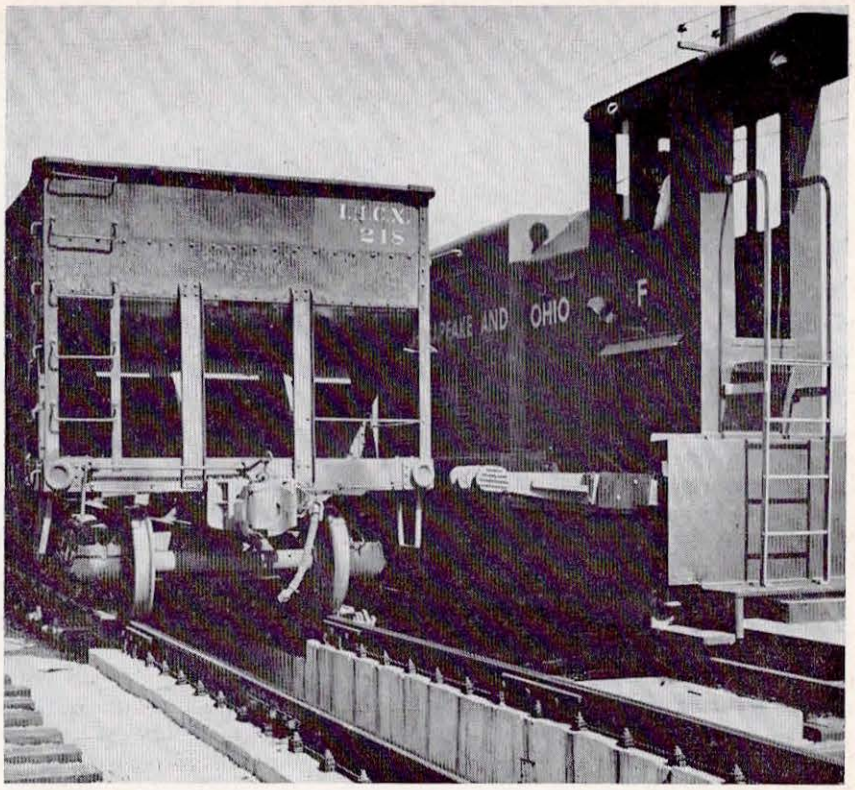
Coal moving through Toledo is mined largely in West Virginia and Kentucky. It is a bituminous, high-volatile coal mainly destined for industrial consumption in the United States and Canada.

Upon arrival in the Presque Isle yards, railroad cars are sorted according to class or blend of coal. The correct quantity of each can then be loaded into the hold of a vessel for transshipment to an industrial plant.

To support the new coal dock a yard was constructed adjacent to it. The yard has two sections: One, with a capacity of 262 cars, for handling loaded coal cars; the other, with a capacity of 796 cars, for receiving empty coal cars.

In the loaded yard, train loads of coal cars are separated and held before being fed into the conveyor system. This is done by six 55-ton diesel-electric side-arm pushers. Each one operates on a 42-in.-gage track located between two standard-gage tracks. Thus, each pusher handles cars on a track on either side of it.

To introduce coal into the conveyor system, two loaded cars are first pushed up to a barney by one of the side-arm

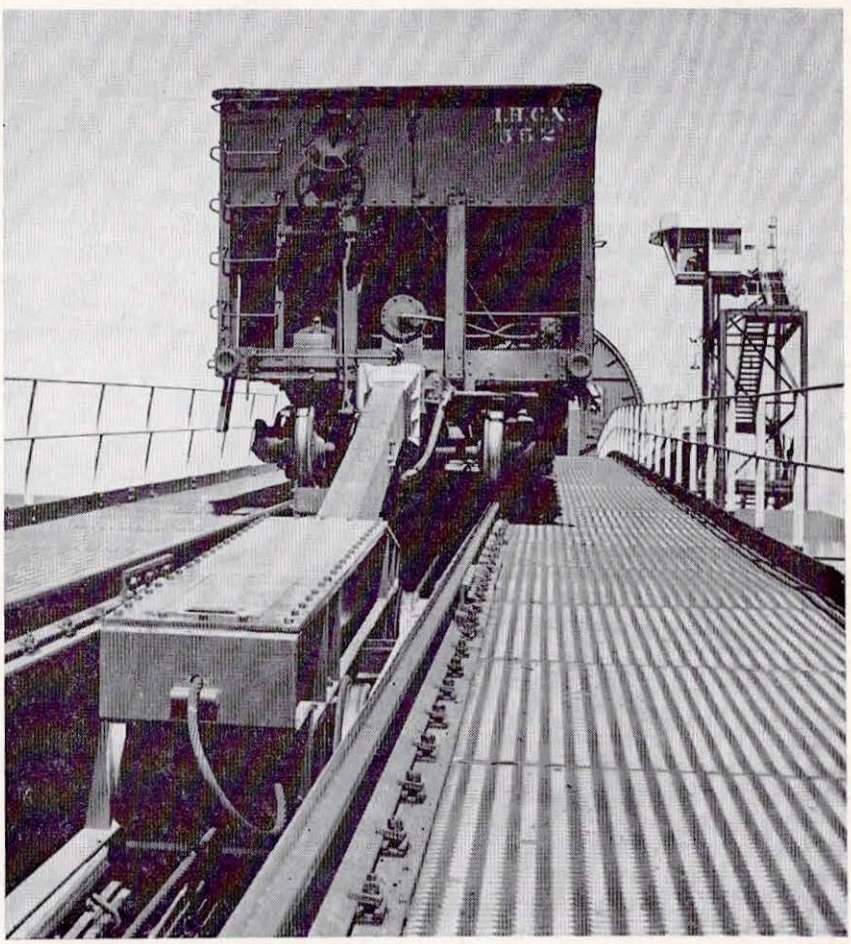


DIESEL-ELECTRIC 55-ton side-arm pusher operates on a 42-in. gage track. Six of these units break up trains of loaded coal cars and push them up to the barney two cars at a time.

pushers. The cars are held in place over the barney pit by a set of inert, spring-operated retarders. The barney is the head-raise type operating on a cycle of 60 sec. It pushes two cars at a time into two rotary car dumpers placed in tandem, which operate on a dumping cycle synchronized with the barney. In the dumpers the cars are stopped by two sets of electrically controlled, pneumatically powered retarders, one set in each dumper. These are controlled by an operator in an air-conditioned cab overlooking the dumpers. He also controls the barney and the rate of coal handling by the conveyors.

Normally, a "kickback" arrangement is used at car dumpers to route cars to the empty yard after they are dumped. Since two uncoupled cars would tend to be derailed on the kickback, time must be taken to insure they are coupled together. This takes about 20 sec. for each pair of cars.

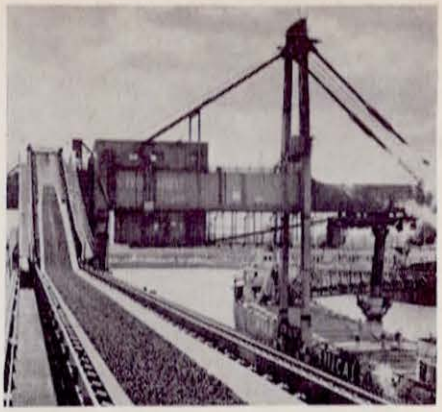
To avoid this loss of time at the new facility, cars are routed directly to the empty yard over a semi-circular descending track. After being pushed out of the dumpers by the oncoming loaded cars, the two empty cars roll by gravity down a 2.1 per cent grade. The grade is maintained for 95 ft, when it eases to 1.2 per cent and the track curves into the tangent lead to the empty yard. Before the cars enter this yard their speed is regulated by electro-



BARNEY pushes two loaded cars per minute up a 15 per cent incline and into the rotary car dumpers at a speed of 900 fpm.

(Continued on following page) ►

ROTARY car dumpers, operating in tandem, dump two loaded cars per minute into hoppers. Barney, dumpers, fogging and spraying equipment and rate of the conveyors are controlled from the cab above the dumpers.



PORTION of the 820-ft dock conveyor. Traveling tripper ramps the belt up to the shiploader. The hinged apron and telescopic tube can be seen extending over the vessel. Shiploader speed can reach 65 fpm.

pneumatic retarders controlled by an operator in an adjacent tower. He also controls the movement of the cars onto the correct track within the yard.

The empty yard serves a dual purpose. One is to receive empty cars from the car dumping operation. The other is to serve as a yard for assembling empty cars to be sent to an ore unloading dock just beyond the new coal dock. Trains of empty cars are pushed back around the semi-circular curve on a track below and outside the track leading from the dumper. They then pass under the shiploader of the new coal loading facility on one of the four tracks leading to the ore dock.

After being dumped into six hoppers located under the rotary dumpers the coal falls onto 63-in-wide variable-speed feeder conveyors. The conveyors feed the coal onto a 96-in-wide collector conveyor which in turn dumps onto a 96-in-wide inclined conveyor, 228 ft long. The latter conveyor lifts the coal to an 829-ft horizontal dock conveyor, also 96 in wide, that delivers it to the shiploader. All the 96-in conveyors are rubber belts that operate at a speed of 600 fpm.

Near the foot of the inclined conveyor is the "brain" of the entire conveyor system. It is a computer scale which weighs the coal as it passes through on the belt. The scale also regulates the rate of speed of the system between 1,000 and 6,000 tons per hour.

The operator in the cab over the dumper sets the rate of speed of the conveyors. The scale automatically maintains it at a uniform flow.

A totalizer in the cab registers the total weight that has passed through the scale. An important function of this device is to indicate to the operator how much coal has been sent to the boat being loaded. In this way he knows when dumping must stop, to avoid having more coal on the belts than the vessel will take.

The shiploader travels 581 ft along the dock, thus eliminating need for a ship to move once it is tied up to the dock. The shiploader is mounted on two portal frames that operate on two double lines of rails spaced 72½ ft apart between centerlines. Its maximum travel speed in ship-loading position is 65 fpm.

Coal is transferred from the dock conveyor belt to the shiploader by a tripper that travels with the shiploader as it moves from hold to hold. The tripper elevates and delivers the coal to a fixed conveyor, 96 in wide, which is about 25 ft above the top of the dock belt. From the fixed belt on the shiploader, the coal is delivered to a shuttle conveyor, 96 in wide and 78 ft long, which travels on a hinged apron or draw span that extends over the ship. The shuttle conveyor terminates in a telescopic tube or chute that delivers the coal into the holds of vessels. A rotating cowl distributes the coal in the hold. This can be replaced with a belt-type trimmer when ships which have smaller hatches are being loaded.

Controls for starting and stopping the conveyor system are in the cab of the shuttle conveyor.

When a ship is docking or leaving, the shuttle is pulled back between the legs of the portal frames. The apron is then raised to the vertical and locked. This is done in 3 min. With the apron in this position, the tower has a maximum speed of 180 fpm.

Power is transmitted to the shiploader by a collector rail system that involves use of a copper head rolled onto a galvanized-steel deformed T section. The system is light in weight and eliminates the need for feeder cables. The rails are along the waterside bridge girder of the main dock-conveyor structure. Power is picked up by the shiploader through spring-loaded pantograph-type shoes on one of the rear legs of the loader.

An anemometer on top of the outboard portal frame is electrically interlocked with a set of rail clamps on each runway. When the wind velocity exceeds 38 mph, the clamps are automatically set. They are designed to prevent movement of the loader up to a wind velocity of 120 mph.

The facility has these additional safety features:

1. The barney will automatically stop if the dumper rails are not properly alined.
2. The dumpers will not rotate until the empty cars are in the clear.
3. The conveyor system can be stopped by anyone by pulling on an emergency cable that runs along both sides of the conveyors.
4. A photo-electric eye prevents the tower from backing into a loaded belt if the belts are not running.
5. A skew limit switch corrects any skew set up in the portal frames during travel of the loader.

In addition to these safety features, a fogging system is provided under the dumpers to control dust. A Johnson-March Liquid Dust Control system permits spraying the coal with water or a detergent. However, it will be used only at the request of the transshipper.

Lighting Installed

Mercury vapor lighting was installed to light the dumper and conveyor area, and both sections of the new yard.

Communication between control points and working areas is furnished by radio, telephone and an intercom system.

Important elements of the new coal dock were furnished by several firms in West Germany. The conveyors, including the 96-in belts, were manufactured by the firm of Fried Krupp, Rhienhausen. The shiploader came from Krupp-Ardelt, Wilhelmshaven. The collector rail system for supplying power to the traveling loader was furnished by Paul Vahle, Dortmund.

The McDowell Company, as the general contractor, constructed all foundations and erected all structural steel. The dumper and the barney were furnished by a McDowell subsidiary, the Wellman Engineering Company. The coal scale on the conveyor was furnished by McDowell's Dwight-Lloyd Division. Dingle-Clark, Cleveland, was the electrical contractor. The electrical equipment was largely furnished by the General Electric Company.

MARKET OUTLOOK *at a glance*

Carloadings Rise 8.3% Above Previous Week's

Loadings of revenue freight in the holiday week ended Jan. 3 totaled 467,699 cars, the Association of American Railroads announced on Jan. 8. This was an increase of 35,761 cars, or 8.3%, compared with the previous week; a decrease of 4,585 cars, or 1%, compared with the corresponding week last year; and a decrease of 93,502 cars, or 16.7%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended December 27 totaled 431,938 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, December 27

District	1958	1957	1956
Eastern	68,331	63,968	85,076
Allegheny	75,848	74,712	102,499
Pocahontas	32,559	29,679	31,428
Southern	78,399	73,060	79,321
Northwestern	48,988	48,408	58,548
Central Western	91,587	83,288	91,372
Southwestern	36,226	36,483	39,302
Total Western Districts	176,801	168,179	189,222
Total All Roads	431,938	409,598	487,546
Commodities:			
Grain and grain products	43,319	40,139	40,179
Livestock	2,888	3,588	4,404
Coal	89,402	80,585	79,188
Coke	7,826	6,433	12,176
Forest Products	24,660	21,860	24,159
Ore	11,795	12,450	18,990
Merchandise l.c.l.	31,958	34,853	40,713
Miscellaneous	220,090	209,690	267,737
December 27	431,938	409,598	487,546
December 20	570,927	590,314	698,424
December 13	588,847	603,140	716,652
December 6	594,476	617,836	738,251
November 29	539,191	553,722	752,146
Cumulative total. 52 weeks	30,206,494	35,500,148	37,844,828

PIGGYBACK CARLOADINGS.—U.S. piggyback loadings for the week ended Dec. 27, 1958, totaled 4,231 cars, compared with 3,014 for the corresponding 1957 week. Loadings for the year 1958 totaled 276,767 cars, compared with 249,065 for 1957.

IN CANADA.—Carloadings for the seven-day period ended December 21 totaled 66,806 cars, compared with 65,614 cars for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
December 21, 1958	66,806	27,416
December 21, 1957	65,145	27,687
Cumulative Totals:		
December 21, 1958	3,689,676	1,374,411
December 21, 1957	3,971,343	1,587,084

New Equipment

FREIGHT-TRAIN CARS

► *Lehigh Valley.*—Ordered 75 45,000-lb, 40-ft 1-in. all steel flatcars and 50 50,000-lb, 52-ft 1-in. all steel flatcars from company shops.

► *Milwaukee.*—Directors approved expenditure of $8,000,000 for purchase of 750 new freight cars. Orders include 300 40-ft, 50-ton box cars (100 equipped with roller bearings) and 100 50-ft, 70-ton insulated box cars (all with roller bearings) from Pullman-Standard; and 300 40-ft, 50-ton box cars from General American. Orders will be placed later for 50 60-ft, 70-ton flatcars. Purchase of cars will be the largest single item in Milwaukee's $20,000,000 improvements budget for 1959.

► *Rio Grande.*—Will spend approximately $3,300,000 for new equipment in 1959. Program will include purchase of 100 insulated DF box cars; 25 70-ton covered hopper cars; 100 50-ton flatcars; and 15 85-ft piggyback flatcars. Company shops will build 10 steel cabooses.

► *Orders Increase.*—Orders were placed in November for 6,295 new freight cars, compared with 781 in October. Freight cars ordered in November 1957 totaled 1,070. Deliveries in November totaled 1,803 freight cars compared with 1,591 in October and 7,142 in November 1957. The backlog of cars on order and undelivered as of Dec. 1 totaled 27,962, compared with 23,670 on Nov. 1 and 59,194 a year ago.

TYPE	ORDERED November, 1958	DELIVERED November, 1958	UNDELIVERED December 1, 1958
Box—Plain	1,350	840	8,092
Box—Auto	0	0	500
Flat	280	50	2,845
Gondola	103	132	3,090
Hopper	4,350	311	11,322
Cov. Hopper	50	200	734
Refrigerator	0	94	423
Tank	112	172	872
Caboose	30	4	62
Other	20	0	22
Total	6,295	1,803	27,962
Car Builders	4,398	866	7,791
Railroad Shops	1,897	937	20,171

PASSENGER-TRAIN CARS

► *Long Island.*—Is purchasing 30 air-conditioned, lightweight coaches from the Boston & Maine. One of the first 10 of the cars to be delivered already has been added to the LIRR fleet. The others will be put in service at a rate of four or five a month.

LOCOMOTIVES

► *Chicago & North Western.*—Ordered 16 1,750-hp GP-9 road-switchers from Electro-Motive Division of General Motors, for delivery by March 31.

Early Paint Rate Ruling Asked

► **The Story at a Glance: Eastern railroads have asked the ICC for an expedited decision on the so-called "paint rate case."**

Jervis Langdon, Jr., the vice president—law, B&O, speaking for railroad counsel in the case, requested oral argument before the Commission, and asked that an examiner's proposed report be dispensed with. February 11 was set as the date for filing briefs.

The ICC hearing before Examiner Lawrence Dunn on the eastern roads' suspended rate reductions on paint products was completed Jan. 6, with testimony in opposition by the three truck rate bureaus in the territory.

Evidence supporting the rates was presented by the railroads Dec. 18 (RA, Jan. 5, p. 30).

The protesting truck bureaus, through their witnesses, presented tables comparing the proposed new rates with existing rates by rail and truck. They emphasized the fact—cheerfully admitted by the railroads—that the new rates represent substantial reductions.

Cross-examination of these witnesses, however, brought out the fact that their tables failed to mirror the relative rail-vs.-truck rate picture accurately. Truckers' tabulations took into account only the motor truck bureau rates (not rates published by individual truckers); and failed to show the effect of railroad minimum per-car charges. These two omissions from the truckers' tabulations had the effect of portraying truck rates at levels higher than those actually in use; and of representing proposed rail rates as lower than they are.

Truckers' witnesses included J. G. Quisenbury, East Central Association; John Quilman, Central States Bureau; Joseph Hoffman, Middle Atlantic; and two statistical consultants, J. C. McWilliams and W. E. Carpenter.

The bulk of the truckers' statistics were in support of their contention that the proposed rates are much lower than truck rates—hence not aimed merely to "meet" a truck competitive situation. One trucker witness, however—McWilliams—presented testimony purporting to show that truckers could equal, at a profit, the proposed reduced rail rates on hauls up to 400 miles. This witness said that the proposed rail rates, if offered by truckers, would produce truck-mile revenue of from 40 cents to 46 cents. Such earnings, he added, would yield a profit to truck operators.

In other words, while some trucker witnesses attacked the proposed rates as improvidently low, the import of this witness's testimony was that the new rates would not be low enough to win much traffic back to the rails.

Some of the truckers' witnesses were seriously concerned, lest the proposed rail rates should worsen the railroads' earnings position, instead of improving it. Mr. Hoffman, for example, called attention to the fact that the new rates do not apply to tank car traffic. Hence he feared that consdierable traffic now moving by tank car may be shifted to box car movement, with loss of rail revenue. He also cited a number of other commodities—with "characteristics" similar, he thought, to paint—that now pay higher rates than those proposed in the suspended tariff. He was worried by the "possible dissipation of revenues on related traffic which the railroads transport in quantity and on which they may be required to accord rates equal to those in the suspended tariff."

Edward A. Kaier, general solicitor, Pennsylvania, sought to exclude truckers' evidence purporting to show that the trucks could—at a profit—reduce their rates to match the new tariff for distances up to 400 miles. Mr. Kaier said that this was a railroad rate case, based on railroad conditions, and that evidence as to ability of truckers to compete was not germane to the issue. Examiner Dunn, however, said that a ruling on the meaning of the change in the rate-making provisions of the law was a job for the ICC, not for him, to decide; so he allowed the evidence to go in.

Mr. Carpenter went into some detail in picking fault with the railroads' conclusions about the paint traffic, as derived from study of the ICC 1 per cent Waybill Sample. As an expert in these matters, he was unhappy that the railroad technicians on the analysis job didn't do it the way he would have preferred. If it had been he, there were two or three waybill cards the railroads used in their computations which he would have excluded; and they didn't use three or four of these cards which he thought they should have included.

On cross-examination, however, the witness was unable to say whether summary conclusions reached by the railroads from the waybill data would have been materially different, if they had used his selection of cards instead of theirs.

This witness also found fault with the use by the railroads of ICC cost data—whereupon, under cross-examination, it was established that in other cases where he had been a witness, he had held ICC cost information in somewhat higher regard.

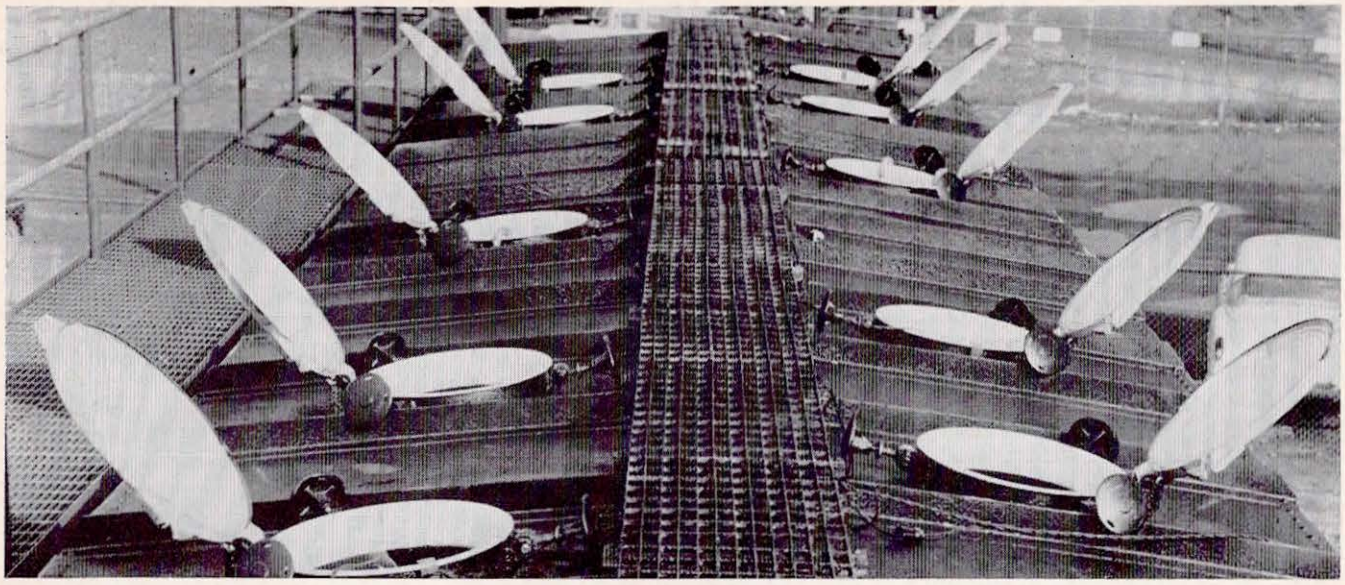
Mr. Carpenter also was fearful that railroads might not improve their net earnings by applying their proposed new rates. He estimated that eastern railroads' paint tonnage would have to increase 147 per cent in order to offset the losses the roads would suffer from the new rates on existing traffic. Cross-examination, however, brought out that such a tonnage increase would raise the eastern roads' ratio of the paint movement in their territory only from a present 5 per cent to about 12½ per cent of the total. (Shipper testimony at the Dec. 18 hearing indicated that the new rates might well increase railroad tonnage to 30 per cent or more of total paint tonnage.)

The National Industrial Traffic League has appeared in this case, represented by Robert Burchmore, Jr., as counsel. Some discussion developed at the hearing as to the degree of dependability which can be accorded to traffic volume estimates, to be expected as a result of rate changes. This issue was laid to rest by a question from Mr. Burchmore. His question, in substance, was this: In the rate action here proposed, will it not be possible by checking future ICC waybill samples, to find out exactly what happens to rail traffic volume in the commodities covered by the rates?

King-Size Tank Cars Could Recapture Traffic

King-sized tank cars of 20,000 gal. capacity could reverse the trend which has seen the railroad share of U. S. petroleum movements drop from 20 per cent of the total to its present 4 per cent over the past 16 years. L. A. Christiansen, general traffic manager, Sun Oil Co., made this statement recently as his company leased and placed in service its first high-capacity car, UTLX 50000 (RA, Jan. 5, p. 29).

Confidence in the ability of high-capacity tank cars to retain and even recapture traffic for railroads was also expressed by H. V. Bootes, president of Shippers Car Line Division of ACF Industries, as Shippers placed its first 16,000- and 20,000-gal. tank cars in service on a "trip basis." These cars will be available to various industrial users in order to enable these shippers to evaluate them in actual service.



HATCH COVERS with rubber seals are of standard cast aluminum type. Like the conventional Airslide cars, the structural members, including the carlines, are on the outside of the body to produce an entirely smooth interior.

Newest Covered Hopper: Dry-Flo

A new covered hopper car, the Dry-Flo, was exhibited in Chicago last week. Designed and built by General American Transportation Corp., the Dry-Flo is a companion to the Airslide car—except it will handle products not subject to fluidization.

An initial order for the new car—which is said to be competitive, price-wise, with other covered hoppers—has been placed by the Burlington (100). Quaker Oats will lease four others.

GATX officers say key factors of their new car are the ease and economy of unloading, plus perfect sanitation.

The unloading gate on the Dry-Flo is placed completely within the car. The gate valve opens vertically, and is not affected by commodity pressure or flow. It permits easy adjustment of lading flow during unloading.

Pneumatic nozzles for vacuum systems are arranged so they won't interfere with gravity unloading. All unloading can be done from one side of the car, requiring only half as many connections of the conveying hose. Flow of material from either side is under complete control of the operator.

The car can be emptied by either vacuum or pressure pneumatic systems, gravity feed into hoppers below the track, or by any mechanical conveying system.

Loading into the car's roof hatches can likewise be handled by gravity, mechanical, or pneumatic means. During transit, the discharge outlet opening is protected by an additional rubber-gasketed steel cover.

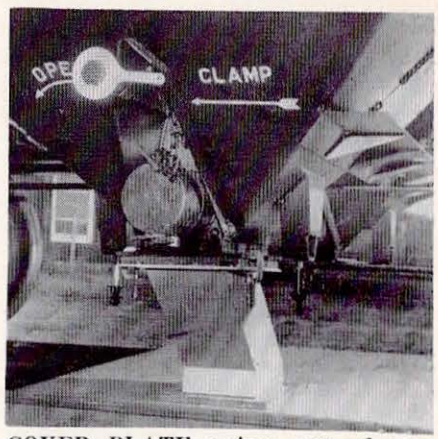
As in the Airslide car, carlines of the Dry-Flo are reversed and are on the outside of the roof. This leaves a smooth, unbroken interior ceiling to facilitate cleaning. Hopper slope sheets vary from 45 to 55 deg from the horizontal, and all hopper corners are rounded to 2½-in radius with no joints for minimum product retention.

Roof of the new car is continuously welded to sides and ends to provide airtight construction. Loading hatches are Airslide's rigid cast aluminum covers with rubber gaskets.

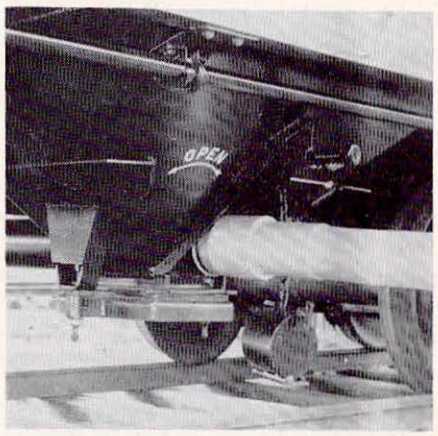
Two sizes of the Dry-Flo are built—3,500 and 2,450 cu ft capacities. Either can be equipped with 50 or 70-ton trucks. The 3,500-cu ft unit can have three compartments with six gravity unloading gates and/or three pneumatic unloading nozzles. The smaller unit can have two compartments with four unloading gates and/or two unloading nozzles. Interior coatings can be specified.

Overall dimensions of the Dry-Flo cars are identical to the 3,600 and 2,600-cu ft Airslide units. Unloading equipment designed for the latter can be used interchangeably to unload the former.

The Dry-Flo is designed to handle dry products such as malt, shelled beans, peanuts, soybean meal and similar feed ingredients; plastics, such as polystyrene, polyethylene, dry chemicals and detergents.



COVER PLATE swings out of way for attachment of between-the-rails discharge chute to hopper.



PNEUMATIC HOSE can be attached to suction nozzle. Adapters make possible use of sizes other than standard 6-in. hose.

Letters from Readers

The Passenger Problem

Philadelphia, Pa.

To the Editor:

I want to commend you on the splendid article appearing in the January 5th issue of Railway Age, in regard to the passenger problem. The way you have put it together should cause some worth-while constructive thinking in places where it is most needed— the railroads and the large metropolitan areas they serve. Your "action" page on the subject is equally good.

But the thing that amuses me more than anything else is, that while this article was being prepared, arrangements were being made for a joint conference of the mayors of the fifteen or twenty largest cities of the country and the presidents of the fifteen or twenty railroads performing commutation service in those cities. The purpose of the conference is to try and find an answer to this very serious problem, and then jointly go after the legislation necessary to furnish the needed relief.

James M. Symes, President
Pennsylvania

(Railway Age has sent copies of this issue to each of the mayors who will attend the joint conference with the presidents.—Ed.)

LOUISVILLE, KY.
PLEASE ADVISE IF YOU WOULD FURNISH REPRINTS OF INTERESTING ARTICLE "POLITICAL REALISM IN THE PASSENGER BUSINESS" APPEARING JANUARY 5 RAILWAY AGE AND PERMIT US TO MAKE DISTRIBUTION THEREOF.
W. GAVIN WHITSETT
ASSISTANT TO PRESIDENT
LOUISVILLE & NASHVILLE

(Reprints of all Railway Age articles are available in minimum quantities of 250. Prices will be furnished on request.—Ed.)

Succinct, Accurate

Evanston, Ill.

To the Editor:

May I extend my sincere compliments to you and your staff for the very well written review of my paper on railroad commuter service ["One Car for Commuters and Cargo," RA, Dec. 8, p. 38]. It is succinct, accurate and enthusiastic, and what more can anyone ask in the reporting of his "pipe dreams"? If anything comes of my idea of "convertible commuter cars" I shall take my hat off to Railway Age.

Incidentally, mimeographed copies of the speech and a map suggesting a plan for "Coordination of Chicagoland's Strategic Rail Lines" are available here for the asking.

Stanley Berge
Professor of Transportation
Northwestern University

Commuter-Cargo Car

Cleveland, Ohio

To the Editor:

The article by Professor Berge is very interesting! There is no doubt that a dual service commuter-cargo car is relatively easy to build from an engineering and operating point of view and that such a service as he suggests could indeed be offered.

But, and this is important, what need is there for suburban cargo or package freight service? In the Chicago area, the South Shore Line now operates two package cars (trailers) which handle newspapers and package freight. All other South Bend trains are headed by a combine with about a 12 foot baggage compartment. Now, they do a reasonably good business in this, but by no means is even a tiny fraction of their capacity reached. The success of the Long Island in handling mail may be a good example, but even here the actual amount of tonnage is tiny compared to the need.

A thorough market survey is in order before such an operation is pronounced the panacea for the commuter problem. I suspect very strongly that the need for such service will be slight indeed.

The basic thought is good, however —i.e., "what can commuter rolling stock be used for between runs?" It is still, to me, an unanswered question, so let's hear more about it.

J. William Vigrass

'Better Follow-Up'

Chester, Pa.

To the Editor:

I have been finding your recent issues of Railway Age interesting and quite informative. I would like to see you continue articles about what the railroads are doing to improve their operation, for, frequently, the industrial traffic manager may be inclined to criticize the carrier because he is not aware of the things they are doing to correct or relieve a problem.

I hope you will continue to publish articles similar to the one appearing in the November 17 issue on "Sales Revolution?" Such articles should point the way to needed change. In this particular area, it is my feeling that railroad selling leaves much to be desired and, although this subject has received quite a bit of attention in recent years, I am unable to recognize any appreciable correction of the situation. At least seventy-five percent of the railroad salesmen today still have nothing to offer but thank you. Fewer social calls and a better follow-up of our business would, I believe, go a long way in stopping the loss of business year after year to the truck lines. If the salesman, who isn't really selling, would devote his time to the solution of service problems, perhaps railroad selling would then accomplish its primary purpose.

Your articles on current railroad questions and marketing outlook, as well as people in the news, are most interesting.

O. H. Miller
Director of Traffic
& Distribution Service
Scott Paper Company

For the Record

Washington, D. C.

To the Editor:

I wish to call to your attention what seems to be a typographical error in your December 1 issue.

On page 42, in the middle of the second column, it is stated that "Chairman Freas did not think the cited decisions were consistent when the differing circumstances of the cases are considered." In this sentence the word "consistent" should have been "*in*consistent" in order to correctly reflect my view.

Howard Freas
Interstate Commerce Commission

Common Sense

Birmingham, Ala.

To the Editor:

Having been in the traffic business for well over thirty years and now representing over 200 industries, large and small, and receiving all the traffic issues from "hell to breakfast," the article in your November 24 issue, "Use the Most Economical Tool," is really bursting at the seams with food for thought both on the part of the carriers and the shipping public. I have never seen so much common sense packed in so few lines. Certainly, any railroad official should dwell at length on what you have to say—and perhaps save the rail lines for themselves. Further, I am just wondering how many rail boys caught the idea on the first bounce.

At any rate, congratulations to Railway Age.

W. C. MacMurray, Vice President
Birmingham Traffic Association

Philip J. Lee
ACL

Hugh S. Vierling
C&EI

Andrew T. Mathews
CNR

Cecil G. Kersey
FW&D

People in the News

ASSOCIATION OF AMERICAN RAILROADS.—R. E. Clark, vice chairman, Car Service division, Washington, D. C., appointed chairman of that division, succeeding **A. H. Gass,** who retired Dec. 31, 1958. A photograph of Mr. Clark was published in RA, Dec. 8, 1958, p. 41.

Richard E. Keefer, assistant secretary-treasurer, named secretary-treasurer, succeeding **Stanley J. Strong. Donald F. Hummer,** secretary to president, succeeds Mr. Keefer.

Peter H. Blackwell, office manager, office of the president, named assistant to president, succeeding **Edmund J. Dwyer,** retired. **Robert L. Ettenger, Jr.,** assistant vice president, finance, accounting, taxation and valuation department, retired Dec. 31, 1958.

ATLANTIC COAST LINE.—Philip J. Lee, assistant vice president, Tampa district, named vice president, Tampa, Fla.

P. L. Harper, Florida freight traffic manager, Jacksonville, appointed assistant traffic manager, Tampa, Fla. **C. D. Williams** named assistant general freight agent, St. Petersburg, Fla., and **R. C. Williams** appointed general agent, West Palm Beach, Fla. **Bythel Warrell** named industrial agent, Tampa.

BANGOR & AROOSTOOK.—Ernst D. van Loben Sels of Oakland, California, elected chairman of the board of directors at Bangor, Me., succeeding **Curtis M. Hutchins,** resigned. **Arthur J. April** succeeds Mr. Hutchins as a member of the executive committee.

E. R. Belt, vice president-finance, St. Louis, elected vice president-secretary and treasurer there, to succeed the late **C. C. Kratky,** secretary and treasurer (RA, Dec. 15, 1958, p. 50).

BOSTON & MAINE.—Herbert F. Floyd, assistant to vice president—accounting and finance (income and state taxes), Boston, appointed comptroller. **Walter J. Nolan,** assistant to vice president (accounting) appointed assistant comptroller.

CANADIAN NATIONAL.—Andrew T. Mathews, special assistant (personnel), in the office of the vice president—traffic, Montreal, Que., appointed assistant to vice president—traffic. **C. R. H. Boggs,** traffic manager for New Zealand at Wellington, N. Z., named district passenger agent for Nova Scotia at Halifax, N. S.

R. R. Latimer, passenger traffic analyst, appointed assistant traffic research officer, Montreal.

James J. Behan, manager, B. C. district, Vancouver, B. C., appointed manager and general superintendent, B. C. district. **Lorne M. Thomson,** assistant superintendent, Edmonton, Alta., named assistant to manager and general superintendent, B. C. district, Vancouver.

CHICAGO & EASTERN ILLINOIS.—Hugh S. Vierling, assistant general manager, named general manager, Chicago, succeeding **Clarence G. Rodgers,** vice president and general manager, retired.

CHICAGO & NORTH WESTERN.—Arthur G. Gutgsell, eastern traffic manager, Litchfield & Madison district, New York, appointed associate traffic manager, Eastern region, New York. **August W. Jann** named assistant general agent, in charge of a newly opened sales and service office, Tacoma, Wash.

Roy D. Erickson appointed to the newly created position of assistant freight traffic manager—rates, Chicago. Mr. Erickson was formerly assistant manager of the Chicago Board of Trade transportation department.

The C&NW has announced creation of a new regional traffic office at Portland, Ore., effective Jan. 1. **Reed K. Hoover,** general agent, San Francisco, appointed traffic manager, Pacific Northwest region.

Harold B. Merritt, district sales agent, Huron, S. D., promoted to the newly created position of general agent there. **K. F. Zimmerman** named general agent, San Francisco.

FORT WORTH & DENVER.—Cecil G. Kersey, general passenger agent, **Burlington,** Chicago, appointed to the newly created post of executive assistant of the FW&D, Houston, Tex.

WESTERN PACIFIC.—Warren W. Brown, president of the **Monon** for the past six years, became assistant vice president of the WP at Chicago on Jan. 1.

L. D. Michelson appointed terminal trainmaster, San Francisco-Oakland, Cal. **R. A. Henderson,** trainmaster, Milpitas-San Jose, Cal., named first trainmaster, San Francisco, and his former position abolished. **L. W. Breiner,** trainmaster, Oroville, Cal., transferred to the Stockton Yard. **R. B. Redus,** trainmaster, Keddie, Cal., named to succeed Mr. Breiner, and in turn is replaced by **W. W. Geil,** assistant trainmaster, Stockton.

OBITUARY

Bert B. Briggs, district freight traffic manager, **Gulf, Mobile & Ohio,** Minneapolis, died Dec. 25, 1958.

Carl Fox, 82, general solicitor, **Gulf, Mobile & Ohio,** Mobile, died Dec. 18, 1958.

G. R. Williams, retired purchasing agent, **Spokane, Portland & Seattle,** died Dec. 17, 1958, at his home in Portland, Ore.

Supply Trade

Arthur L. Berry, general manager of **Trailer Train Company,** a piggyback car leasing agency controlled by a group of railroads, became assistant to president of **Pullman Incorporated** on Jan. 1. Mr. Berry will coordinate the activities of Pullman-Standard Car Manufacturing Company and Trailmobile Inc., subsidiaries of Pullman Incorporated. **John E. Wightman, Jr.,** superintendent transportation, Lake region, **Pennsylvania,** Cleveland, succeeds Mr. Berry as general manager of Trailer Train Company.

John W. Bodwell and **Robert T. Harvey** have been appointed assistant general managers of sales for **Joseph T. Ryerson & Son, Inc.**

L. L. Dodge has been elected vice president—administration and **C. C. Dybvig,** vice president—sales of **Dana Corporation.** Mr. Dodge was formerly assistant general sales manager was Mr. Dybvig was general sales manager.

P. J. Wolf will represent both **Maintenance Equipment Company** and **Railway Maintenance Corporation** of Pittsburgh, Pa., as Chicago district sales representative, effective Jan. 1. Mr. Wolf has represented the former company since 1940.

William R. Mogg has been appointed sales manager, Spring Division, **Crucible Steel Company.** Mr. Mogg was formerly sales manager of special products at the Cleveland Graphite Bronze Company.

North American Car Corporation has announced entrance into the chemical and tank-farm storage businesses through acquisition of the **Alexander Chemical Corporation,** Chicago. **Alexander Maley,** president of Alexander Chemical, has been named vice president of the new North American chemical division.

B. Porter Kuszmaul has been appointed eastern traffic manager of **North American Car Corporation** at 60 East 42nd street, New York. **George K. Weigel,** controller, appointed vice president—finance.

Hugh W. Foster, advertising manager, **Pullman-Standard Car Manufacturing Company,** has been appointed manager of marketing services in the Sales Department. **Oscar E. Rothfuchs** has been appointed manager of works of the Michigan City, Ind. freight car plant, to succeed **Paul F. Behn,** who retired Dec. 31, 1958.

Edward H. Branson, director of the laboratory of **General Railway Signal Company,** Rochester, N. Y., retired Dec. 31, 1958.

Charles J. Miller has been named president of the **P. & M. Company** and the **Maintenance Equipment Company.** He was formerly vice president of the companies.

Arthur L. Berry

Charles J. Miller

You Ought To Know...

The Union (Pittsburgh) is looking for better, more frequent communication with its employees. Starting this month Union will publish "URR News" as a monthly newspaper. It replaces "The Headlight," a quarterly magazine published by URR since 1948.

Western Pacific has junked the time-honored nomenclature of the traffic department, in a complete reorganization of the WP sales setup. The department is now the Marketing Division, subdivided into sales, pricing, market research and industrial development. Object of the changes: to provide a shipper-oriented service in which the railroad determines (through research) exactly what the customer wants "and then tailors its product to fit instead of offering service based on its own ideas of what is desired."

International traffic revenues of the Railway Express Agency amounted to $495,228 in October 1958, compared with $208,335 in October 1957. Gross revenue for the first 10 months of 1958 was $3,567,176, compared with $589,813 for the corresponding period in 1957.

A 15-20 per cent increase in mainline passenger fares went into effect on French railways last week —part of an effort to make the country's nationalized rail system pay its own way.

Illinois Central claims an industry "first" with the installation of a new high speed teleprinter capable of transmitting 600 words per minute (compared to 60 to 100 wpm for the usual printer in railroad use). The new teleprinter takes tapes of train information in IC's central communications center at Chicago and transmits the data to the accounting department office, seven miles away.

Frisco-Katy operation of the "Texas Special" ended Jan. 4. Declining patronage and increasing costs were blamed for ending the joint operation. Katy, which operated the combined train south of Vinita, Okla., will maintain a "Texas Special" run, Kansas City-San Antonio. Frisco, which handled the train between St. Louis and Vinita, will continue to serve its territory with the "Meteor."

Effective Jan. 23, Great Northern will establish a new lower rate on crude petroleum moving between seven North Dakota points and refineries at the Twin Cities and three other head-of-the-lakes points. The rate: 27 cents per hundredweight, four cents under the present rate. Reason for the reduction: to aid development of the Williston Basin oil-producing area by enabling producers and refiners to meet competition from areas which are served by pipelines.

N&W President S. T. Saunders says the business leader of tomorrow will need a liberal arts education as well as technical training. "Business needs people with 'know why' as well as with 'know how,'" he told the American Conference of Academic Deans in St. Louis last week.

Intrastate piggyback may soon be available to Texas shippers. Texas rail lines have petitioned the Railroad Commission for authority to establish rates, rules and regulations governing the handling of freight loaded in or on trailers for intrastate application.

Intercity truck tonnage in the third quarter of 1958 was down 2.1 per cent from the corresponding period of 1957, according to the American Trucking Associations. This was the first decline in the third quarter truck tonnage index since 1954.

Great Northern has begun a daily overnight piggyback operation between Seattle and Spokane, with intermediate service to Wenatchee, Wash. Both van and flatbed GN trailers will be available for shipper use.

"Outlook" is the name of the new monthly publication of the Transportation Association of America. Successor to the publication "Partners in America," it will interpret and report important developments in the field of transportation.

Budd RDC cars have taken over the Canadian National portion of daytime runs between Montreal and New York and Boston. The "railiners" will operate through from Montreal to Boston, eliminating a change at White River Junction. On the New York leg, passengers will change to the New Haven at Springfield, Mass.

Reduced rail rates in Canada's four western provinces have been upheld by the Board of Transport Commissioners. Overruling the protests of some 7,000 highway carriers, the Board ruled that the reduced rates "are no lower than necessary to meet the competition." Truckers had claimed that some of the rates (which went into effect in 1957) failed to meet out-of-pocket costs.

Agreed charge activity doesn't seem to worry Midwest truckers at the moment. The topic was on the agenda at the Middlewest Shipper-Motor Carrier Conference last week in Kansas City, but was tabled. Truckers at the meeting figured plenty of time will pass before such rates become a factor in rail-truck competition.

A 36 per cent reduction in "lost-time accidents" in 1958 has won Pennsylvania employees the high praise of management. The record: 528 accidents in 1956, 401 in 1957, 257 in 1958.

C&NW commuter trains last week were running well following Jan. 1 schedule revisions, but legal hurdles to the road's comprehensive suburban service modernization continue to crop up. Harry R. Booth, attorney for the North Western Commuters' Association, filed a new appeal in circuit court at Chicago. He seeks to upset the Illinois Commerce Commission order which let C&NW close stations, change ticketing and hike fares Dec. 1.

POSITION OPEN

ASSISTANT TRAFFIC MANAGER

Largest newsprint producer in the South needs Assistant Traffic Manager for newly created position resulting from expansion of Calhoun, Tennessee Plant and construction of pulp mill in South Carolina.

Individual must meet the following minimum requirements:

1. Extensive Traffic experience in the Paper Industry in rail trucking and barge shipments.
2. Successful supervisory experience.
3. Experience in Rate Negotiations and I.C.C. proceedings.
4. Not less than 34 nor more than 40 years of age.

Starting salary commensurate with qualifications of selected individual. Excellent vacation, insurance, and retirement program. Submit detailed resume covering all items listed above to:

Mr. John T. Skipper
Industrial Relations Manager
Bowaters Southern Paper Corporation
Calhoun, Tennessee.

All replies will be treated in confidence.

ADVERTISERS

Alco Products, Inc. ..... 17 to 20 incl.
Arthur Equipment Co. 33
Bowaters Southern Paper Corp. 33
Classified Ads 33
Electro-Motive Div. of General Motors ....Front Cover
Gulf Oil Corp. 22, 23
Iron & Steel Products, Inc. 33
Kershaw Manufacturing Co. .....Back Cover
Pullman-Standard Car Manufacturing Co. 14, 15
Railway Maintenance Corp. 21
Sellers Injector Corp. 33
Skipper, John T. 33

CLASSIFIED ADVERTISEMENTS

FOR SALE
railway equipment
Used—As Is—Reconditioned

RAILWAY CARS
All Types

LOCOMOTIVES
Diesel, Steam, Gasoline, Diesel-Electric

special offerings
2 Cupola Type Steel Underframe Caboose Cars
Cast Steel Trucks
10—70-Ton Capacity Covered Hopper Cars
15 Ore Hopper Cars, 660 Cubic Ft., 40- and 50-Ton Capacity

Service-tested Freight Car Repair Parts For All Types of Cars

Railway Tank Cars and Storage Tanks 6-000- 8,000- and 10,000-gallon Cleaned and Tested

IRON & STEEL PRODUCTS, INC.
"ANYTHING containing IRON or STEEL"

General Office: 13486 So. Brainard Ave. Chicago 33, Illinois Phone: MItchell 6-1212

New York Office: Room 1608, 51C East 42nd St. New York 17, New York Phone: YUkon 6-4766

MISCELLANEOUS

Charles Eugene Van Name: Will you kindly write to Carolus Mackey, Attorney, 647 South Clinton Avenue, Rochester, N.Y. regarding a matter beneficial to you, giving your present address.

KEEP BUYING U. S. SAVINGS BONDS

CLEANING EQUIPMENT

For railroad car, diesel engines and tank car cleaning. Hot "jet-stream" cleaning, with Sellers Hydraulic Jets. Send for Bulletin 424-B.

Sellers Injector Corp.
1603-R Hamilton Street
Philadelphia 30, Pa.

REBUILT

RAILWAY CARS

70 TON GONDOLA CARS

50 TON GONDOLA CARS

70 TON HOPPER CARS

IMMEDIATE DELIVERY

ARTHUR EQUIPMENT CO.
P.O. BOX 274
CHICAGO HEIGHTS, ILL.
Phone SKyline 5-9030

Spotlight on the Sales Department

The uncertainty which has arisen about future operations of the Railway Express Agency is just one more item in the accumulating evidence that, in 1959, the sales department is going to occupy the spotlight.

The operating and maintenance departments can make net earnings by saving expenses, up to a certain point. But no railroad can make money solely by economizing. Somebody has to provide tonnage in volume—rated to allow a profit margin. That somebody is the sales department.

At one time or another every railroad department has had its turn in the spotlight of primary attention from top management. It isn't a comfortable position to be in—but it is a position where opportunity abounds. How can top management help the sales department to make the most of this opportunity?

- *LCL and Package Traffic*—The express business and the handling of smaller LCL shipments are two aspects of the same problem—which is not one that the sales department can solve through its own efforts. Questions of company policy are involved—to which only top management can provide the answers.

It is interesting and significant to note that the Canadian Pacific has set up an organization with jurisdiction over all LCL traffic—whether it moves in freight cars, by truck, or by express.

- *Rate Reform*—It is upon the sales department that primary responsibility rests for adjusting freight rates—to hold profitable traffic to the rails, and to attract back to the rails traffic that has been uneconomically diverted from them.

This is a job of heroic size and importance—and there are two ways of moving in on it. One is the "rifle approach"—adjustments by individual railroads to attract specific movements. The other is the "broadside" or "shotgun approach"—joint action by all railroads in a rate territory to provide business-building and profit-making rates for general application.

- *Service Improvement*—Even a modest amount of inquiry among shippers reveals the fact that dependable service is an inevitable requirement—if railroads are to hold their own traffic-wise. It isn't always necessary that railroad service should be as fast as that of competing trucks—especially if there is a rate advantage by rail. But undependable service—days to perform a movement that could be done in much less time—just won't work. The sales department cannot, alone, assure dependable service. Top management help is needed (perhaps by some sort of management check on performance as that which the Great Northern is organizing—RA, Jan. 5, p. 21).
- *Sales Training and Supervision*—Many railroads are providing training in selling for their traffic department people. But much more is needed than skill in "making friends and influencing people." Organization of a sales force so that salesmen can become experts in their customers' needs is also required.

You can't fairly blame the salesman on the firing line for not bringing in the big game—unless you've given him something more than bows and arrows by way of ammunition and guidance.

The foregoing are just a few of the areas in which the sales department has a tough job—and a magnificent opportunity. Everything depends on this department—because traffic volume at potentially remunerative rates is the railroad industry's greatest single need. Only the sales department can provide that volume, and the sales department can't do it without the help of top management and all other departments.

Time to Get Sales Minded—It isn't just a matter of being polite to customers and doing "personal selling." That is important, of course. But business on a large scale is done by those concerns that find out what customers want, and then provide it for them—at prices attractive both to buyer and seller. When railroad sales departments get the authority and the cooperation to enable them to operate on that basis, they will produce what is needed.

Ready January 15, 1959

(1) # WORLD RAILWAYS 5th edition

by Henry Sampson

NEW EDITION

A worldwide survey of railway operation and equipment covering 1500 railways in 110 countries.

$20 per copy

This completely revised and up-to-date edition with its valuable survey of the physical characteristics, equipment owned, and 1957 operational results of over 1,500 railways in 110 countries, has been augmented by concise detailed reports of progress and development of the major rail systems in 1956 and 1957, and (where formulated) their future plans and estimated requirements of motive power, rolling stock, rail, etc. The book highlights the changing trends of development, and describes and illustrates the new equipment and new methods being put into operation. In addition, the section on the world's major locomotives and rolling stock builders, with details of their latest production, has been revised and enlarged. The section describing the world's Underground Rapid Transport Rail System (last given in the 3rd edition) has been brought up to date and extended to include new lines put into operation.

(2) # 100 YEARS OF RAILROAD CARS

Edited by Walter A. Lucas

This new volume provides authentic pictures and drawings of more than 200 railroad cars carefully selected from several editions of the *Car Builders' Cyclopedia, Railway Age* files and the author's private collection. It provides the railroad hobbyist with authentic lore out of the past, not to be gained from any other single source. Some of the specimens in the book are not to be found except in their old, very scarce cyclopedia origins. Much of the information in this great new book is next to impossible for the average railroad man to find. The owner of 100 YEARS OF RAILROAD CARS will treasure it as the standard volume on the subject—perhaps never again will a book like this be published. It will certainly be one of the most complete books of railroad car plans and pictures ever published. 1958. 208 pp. 566 Illus. 8½ x 11½. $8.50.

SIMMONS-BOARDMAN BOOKS
Dept. 158RA
30 Church Street
New York 7, New York.

Please send me the following books:

1 2 3 4 5 6 7 8 9 10
(Indicate by circling key number)

Check enclosed ☐ Bill me ☐

Name .....

Address .....

City, State .....

Other Books of Interest

[3] A PICTURE HISTORY OF U. S. TRANSPORTATION—by R. H. Craib, Associate Editor of *Railway Age*. Here is a fascinating pictorial history of American transportation, with major emphasis on the 19th century. Most of the pictures in the volume show railroads and railroading, because the story of the 19th century i largely the story of railroading. Other methods of transportation have not been overlooked, however. Many luxuriously reproduced illustrations. 1958. 124 pp. 230 Illus. 8½ x 11½. Cloth. $6.00

[4] LOCOMOTIVES IN RETIREMENT—by E. W. Fenton. A magnificent collection of full-color plates of ten scale drawings, in the original colors of historic Britishsteam locomotives. Each plate measures 10 x 17 inches and is preceded by a page of text giving a brief biography and critical appreciation of each locomotive. Essential specifications also given. Printed by litho in nine colors. 1958. 48 pp. 10 color plates. 10 x 17. Cloth. $10.00

[5] HANDBOOK OF AMERICAN RAILROADS —by Robert G. Lewis, Publisher, *Railway Age*. A one-volume, concise guide to American railroads. Book offers data under following categories: 1. Map of the railroad. 2. Prominent train photo. 3. Herald of the road. 4. Historical sketch. 5. Biography of chief officer. 6. Financial and operating statistics. 7. Latest equipment data. 8. Statistics of general interest. 1956. 2nd edition. 251 pp. Cloth. $4.50

[6] TRAINS, TRACKS AND TRAVEL—by T. W. and R. G. Van Metre. The railroad story from its beginning to the latest developments of today. A wealth of authentic detail on all phases of railroading. 9th edition. 503 pp. 355 Illus. Cloth. $4.95

[7] POCKET GUIDE TO AMERICAN LOCOMOTIVES—by Walter Lucas. A unique locomotive identification volume; describes and illustrates practically every locomotive now or recently in service on U. S. and Canadian railroads. 288 pp. 250 Illus. $4.50

[8] TRAINS ANNUAL—1959—by G. Freeman Allen. A popularly written volume international in scope, which presents recent developments in railroading the world over. A brilliant collection of profusely illustrated articles contributed by some of the great authorities on railways. 1959. 96 pp. 116 Illus. 3 color plates. 7¼ x 9½. $2.95

[9] ON ENGINES IN BRITAIN AND FRANCE —by P. Ransome-Wallis. An authentic, vivid, and beautifully illustrated impression of railways in France and Britain. Much of the book is devoted to an account of locomotive performance. Many illustrations picture such crack trains as the *"Golden Arrow," King Edward III, Cadbury Castle,* famous S.N.C.F. trains. 1957. 248 pp. 32 pp. plates. 5½ x 8½. Cloth. $5.50

[10] RAILROAD OPERATION AND RAILWAY SIGNALING—by Edmund J. Phillips, Jr. The material in this volume has been prepared with the primary objective of explaining the relationships existing between train operation and railway signaling by giving the precise "why" and "how" to hundreds of important questions asked by men doing this work. 1953. 214 pp. Illustrated. Index. 5½ x 8. Paper. $2.75

The Kershaw Tie Replacer Removing Old Tie

FOR TIE REPLACEMENT...

2 MACHINES, 5 JOBS

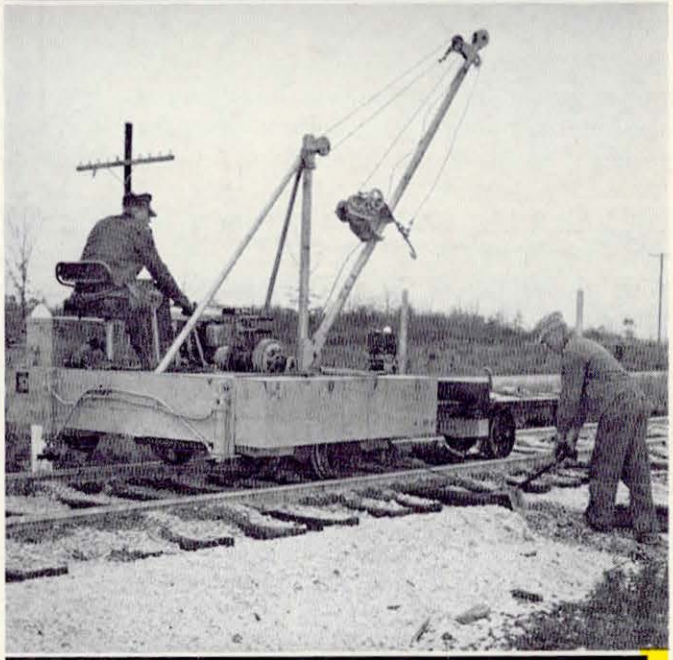
Now with the Kershaw Tie Replacer and Track Crane, old ties can be taken out, new ties inserted and new ties redistributed with only two machines and four men.

The Kershaw Tie Replacer (1) lifts the rail, (2) removes old tie, regardless of condition of tie or ballast, and (3) scarifies the tie bed. The new tie inserter attachment on the Track Crane then (4) inserts the new tie ready for spiking. The Track Crane then (5) redistributes ties along side of track.

On a recent test the two machines with only 4 men averaged replacing 58 ties per hour without humping track. For higher production at lower costs, try the Kershaw Tie Replacer and Track Crane.

For further information call or write

KERSHAW
MANUFACTURING CO. INC.
MONTGOMERY ALABAMA



The Kershaw Track Crane Inserting New Tie